

Ginger R. DeMille

? show files;ds

File 350:Derwent WPIX 1963-2005/UD,UM &UP=200519

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File 344:Chinese Patents Abs Aug 1985-2004/May

(c) 2004 European Patent Office

File 347:JAPIO Nov 1976-2004/Nov(Updated 050309)

(c) 2005 JPO & JAPIO

File 371:French Patents 1961-2002/BOPI 200209

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| Set | Items | Description |
|-----|-------|--|
| S1 | 405 | (ORDER? OR PURCHASE OR PURCHASING OR BUYING OR SHOPPING) (5-N) (NETWORK OR ONLINE OR ON()LINE OR INTERNET OR SERVER OR WEB OR WEBSITE OR WEBPAGE) (8N) (AGENT? ? OR BROKER? ? OR CRAWLER? - OR BOT OR SHOPBOT) |
| S2 | 93006 | (FEEDBACK OR FEED()BACK OR PATTERN? ? OR KNOWLEDGE OR LEARNING OR HISTORICAL OR HISTORY OR RECORD? ? OR REDEMPTION OR PURCHASE OR SALES OR INVOICE) (2N) (DATA OR INFORMATION) |
| S3 | 5916 | PRICING OR PRICES |
| S4 | 1 | S1 AND S2 AND S3 |
| S5 | 0 | S4 NOT PY>1999 |
| S6 | 46 | S1 AND S2 |
| S7 | 10 | S1 AND S3 |
| S8 | 357 | S2 AND S3 |
| S9 | 3 | S8 AND (SUBSEQUENT OR FUTURE OR NEXT OR ANOTHER) (2W) (PRICE OR PRICING OR ORDER? ? OR PURCHASE? ? OR OFFER? ? OR BID? ?) |
| S10 | 0 | (S6 OR S7) AND (SUBSEQUENT OR FUTURE OR NEXT OR ANOTHER) (2-W) (PRICE OR PRICING OR ORDER? ? OR PURCHASE? ? OR OFFER? ? OR BID? ?) |
| ? | | |

? t9/4/all

9/4/1 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2005 Thomson Derwent. All rts. reserv.

IM- *Image available*

AA- 2004-729275/200471|

XR- <XRPX> N04-577607|

TI- Computer-implemented method for using predictive **pricing** for item e.g. airline ticket, involves determining acceptance of current price of item, based on prediction of **future** change in **price** using price change patterns of item|

PA- ETZIONI O (ETZI-I); KNOBLOCK C A (KNOB-I); TUCHINDA R (TUCH-I); YATES A (YATE-I); UNIV WASHINGTON (UNIW)|

AU- <INVENTORS> ETZIONI O; KNOBLOCK C A; TUCHINDA R; YATES A|

NC- 108|

NP- 002|

PN- WO 200488476 A2 20041014 WO 2004US9498 A 20040326 200471 B|

PN- US 20050004819 A1 20050106 US 2003458321 P 20030327 200504

<AN> US 2004811077 A 20040326|

AN- <LOCAL> WO 2004US9498 A 20040326; US 2003458321 P 20030327; US 2004811077 A 20040326|

AN- <PR> US 2003458321 P 20030327; US 2004811077 A 20040326|

FD- WO 200488476 A2 G06F-000/00

<DS> (National): AE AG AL AM AT AU AZ BA BB BG BR BW BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NA NI NO NZ OM PG PH PL PT RO RU SC SD SE SG SK SL SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW

<DS> (Regional): AT BE BG BW CH CY CZ DE DK EA EE ES FI FR GB GH GM GR HU IE IT KE LS LU MC MW MZ NL OA PL PT RO SD SE SI SK SL SZ TR TZ UG ZM ZW

FD- US 20050004819 A1 G06F-017/60 Provisional application US 2003458321|

LA- WO 200488476(E<PG> 66)|

DS- <NATIONAL> AE AG AL AM AT AU AZ BA BB BG BR BW BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NA NI NO NZ OM PG PH PL PT RO RU SC SD SE SG SK SL SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW|

DS- <REGIONAL> AT; BE; BG; BW; CH; CY; CZ; DE; DK; EA; EE; ES; FI; FR; GB; GH; GM; GR; HU; IE; IT; KE; LS; LU; MC; MW; MZ; NL; OA; PL; PT; RO; SD; SE; SI; SK; SL; SZ; TR; TZ; UG; ZM; ZW|

AB- <PN> WO 200488476 A2|

AB- <NV> NOVELTY - The prior **prices** of an item are analyzed to determine the predictable change patterns. The current price of the item that is subject to change in future, is automatically predicted from the patterns. The acceptance of the current price is determined based on prediction result.|

AB- <BASIC> DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for computer readable medium storing predictive **pricing** program.

USE - For using predictive **pricing** for item e.g. airline ticket, car rental, hotel rental, food product, vacation package, cruise, gasoline, jewelry, consumer electronic book, compact disk (CD), digital video disk (DVD), video tape, software, apparel, toy, game, vehicle, event ticket, furniture, and other services, using computer.

ADVANTAGE - The evaluation of buying and selling decisions of the items, is assisted reliably, based on the **historical pricing information** of the item. Thus, sales promotion is achieved.

DESCRIPTION OF DRAWING(S) - The figure shows a block diagram of the computer system for predictive **pricing**.

pp; 66 DwgNo 2/2|

DE- <TITLE TERMS> COMPUTER; IMPLEMENT; METHOD; PREDICT; PRICE; ITEM; AIRLINE; TICKET; DETERMINE; ACCEPT; CURRENT; PRICE; ITEM; BASED; PREDICT; FUTURE; CHANGE; PRICE; PRICE; CHANGE; PATTERN; ITEM|

DC- T01|

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IC- <MAIN> G06F-000/00; G06F-017/60|
MC- <EPI> T01-N01A2A; T01-S03|
FS- EPI||

9/4/2 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX
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IM- *Image available*
AA- 2003-672517/200364|
XR- <XRPX> N03-536959|
TI- System for establishing a turnover volume prognosis e.g. for business planning, involves accessing **historical** and market **data** and determining price differences|
PA- I2 TECHNOLOGIES INC (ITWO-N)|
AU- <INVENTORS> CAO W; FORD C P|
NC- 001|
NP- 001|
PN- DE 10302777 A1 20030821 DE 1002777 A 20030124 200364 B|
AN- <LOCAL> DE 1002777 A 20030124|
AN- <PR> US 2002103342 A 20020319; US 2002356379 P 20020211|
LA- DE 10302777(9)|
AB- <PN> DE 10302777 A1|
AB- <NV> NOVELTY - A system for carrying out a turnover volume prognosis having one or more software units which can be used in common for obtaining user inputs for stipulating a hypothetical price demand and a future time-point. **Historical data** and market data are all accessed and price differences between the offered hypothetical **prices** and the **future** market **price** are determined and the obtained historical correlation for the ascertained price difference is used for establishing the turnover volume prognosis which is offered for access by the user.|
AB- <BASIC> DETAILED DESCRIPTION - An INDEPENDENT CLAIM is given for (A) a method for establishing a turnover volume prognosis and for (B) software for establishing a turnover volume prognosis.
USE - Turnover volume prognosis for planning business in the future.
ADVANTAGE - Improved accuracy of prognosis.
DESCRIPTION OF DRAWING(S) - An example of carrying out a turnover volume prognosis is explained.
System (10)
Client-system (12)
Server-system (14)
Databank (16)
Electronic market (18)
Turnover volume module (20)
pp; 9 DwgNo 1/2|
DE- <TITLE TERMS> SYSTEM; ESTABLISH; TURNOVER; VOLUME; PROGNOSIS; BUSINESS; PLAN; ACCESS; HISTORY; MARKET; DATA; DETERMINE; PRICE; DIFFER|
DC- T01|
IC- <MAIN> G06F-017/60|
MC- <EPI> T01-J05A2C; T01-N01A2C|
FS- EPI||

9/4/3 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2005 Thomson Derwent. All rts. reserv.

IM- *Image available*
AA- 2003-618396/200358|
XR- <XRPX> N03-492497|
TI- Statistical market response modeling method for determining the probability of winning a prospective bid to perform services|
PA- MANUGISTICS ATLANTA INC (MANU-N)|
AU- <INVENTORS> BOYD D W; DENIZERI Y; ELDREDGE M J; GUARDINO T; HAAS S M;

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ISAACS E; KADNER D; PHILLIPS R; VAUGHN M A M; BOYD D; GUARDINO T E;
MCSHANE-VAUGHN M|

NC- 100|
NP- 004|

PN- WO 200365170 A2 20030807 WO 2003US3004 A 20030203 200358 B|
PN- US 20030220773 A1 20031127 US 2002352878 P 20020201 200378
<AN> US 2002358732 P 20020225
<AN> US 2003356717 A 20030203

PN- AU 2003207784 A1 20030902 AU 2003207784 A 20030203 200422
PN- EP 1479020 A2 20041124 EP 2003706021 A 20030203 200477
<AN> WO 2003US3004 A 20030203|

AN- <LOCAL> WO 2003US3004 A 20030203; US 2002352878 P 20020201; US
2002358732 P 20020225; US 2003356717 A 20030203; AU 2003207784 A
20030203; EP 2003706021 A 20030203; WO 2003US3004 A 20030203|

AN- <PR> US 2002358732 P 20020225; US 2002352878 P 20020201; US 2003356717
A 20030203|

FD- WO 200365170 A2 G06F-000/00
<DS> (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR
CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG
KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU
SC SD SE SG SK SL TJ TM TR TT TZ UA UG UZ VC VN YU ZA ZW
<DS> (Regional): AT BE BG CH CY CZ DE DK EA EE ES FI FR GB GH GM GR HU
IE IT KE LS LU MC MW MZ NL OA PT SD SE SI SK SL SZ TR TZ UG ZM ZW

FD- US 20030220773 A1 G06F-007/60 Provisional application US 2002352878
Provisional application US 2002358732

FD- AU 2003207784 A1 G06F-000/00 Based on patent WO 200365170
FD- EP 1479020 A2 G06F-017/60 Based on patent WO 200365170
<DS> (Regional): AL AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT
LI LT LU LV MC MK NL PT RO SE SI SK TR|

LA- WO 200365170(E<PG> 35); EP 1479020(E)|

DS- <NATIONAL> AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ
DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SC SD
SE SG SK SL TJ TM TR TT TZ UA UG UZ VC VN YU ZA ZW|

DS- <REGIONAL> AL; AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES; FI; FR; GB; GR;
HU; IE; IT; LI; LT; LU; LV; MC; MK; NL; PT; RO; SE; SI; SK; TR; EA; GH;
GM; KE; LS; MW; MZ; OA; SD; SL; SZ; TZ; UG; ZM; ZW|

AB- <PN> WO 200365170 A2|

AB- <NV> NOVELTY - The modeling method includes the steps of acquiring
historical data (210) and using it to create analysis data (220).
Data set segments (230) are identified and used to define (240) a
modeling structure which is validated (250) for use in optimizing
future bids. The method is used to estimate the probability of
selling a product or service to a particular customer at a particular
price against specific competition|

AB- <BASIC> DETAILED DESCRIPTION - An independent claim is included for a
modeling system
USE - To predict the expected probability of contract offers and
sales **pricing**.
ADVANTAGE - Takes market and competitor responses into account when
generating bids for extended contract periods.
DESCRIPTION OF DRAWING(S) - Flow diagram of market response model
Historical data (210)
Analysis data (220)
Data segments (230)
Definition of response (240)
Validation (250)
pp; 35 DwgNo 2/8|

DE- <TITLE TERMS> STATISTICAL; MARKET; RESPOND; METHOD; DETERMINE;
PROBABILITY; WINNING; PROSPECTING; BID; PERFORMANCE; SERVICE|

DC- T01|

IC- <MAIN> G06F-000/00; G06F-007/60; G06F-017/60|

IC- <ADDITIONAL> G06F-017/10|

MC- <EPI> T01-J05A2C|

FS- EPI||

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File 15:ABI/Inform(R) 1971-2005/Mar 29
 (c) 2005 ProQuest Info&Learning
 File 16:Gale Group PROMT(R) 1990-2005/Mar 29
 (c) 2005 The Gale Group
 File 148:Gale Group Trade & Industry DB 1976-2005/Mar 29
 (c)2005 The Gale Group
 File 160:Gale Group PROMT(R) 1972-1989
 (c) 1999 The Gale Group
 File 275:Gale Group Computer DB(TM) 1983-2005/Mar 29
 (c) 2005 The Gale Group
 File 621:Gale Group New Prod.Annou.(R) 1985-2005/Mar 29
 (c) 2005 The Gale Group
 File 9:Business & Industry(R) Jul/1994-2005/Mar 28
 (c) 2005 The Gale Group
 File 20:Dialog Global Reporter 1997-2005/Mar 29
 (c) 2005 The Dialog Corp.
 File 476:Financial Times Fulltext 1982-2005/Mar 29
 (c) 2005 Financial Times Ltd
 File 610:Business Wire 1999-2005/Mar 29
 (c) 2005 Business Wire.
 File 613:PR Newswire 1999-2005/Mar 29
 (c) 2005 PR Newswire Association Inc
 File 634:San Jose Mercury Jun 1985-2005/Mar 28
 (c) 2005 San Jose Mercury News
 File 636:Gale Group Newsletter DB(TM) 1987-2005/Mar 29
 (c) 2005 The Gale Group
 File 810:Business Wire 1986-1999/Feb 28
 (c) 1999 Business Wire
 File 813:PR Newswire 1987-1999/Apr 30
 (c) 1999 PR Newswire Association Inc
 File 13:BAMP 2005/Mar W3
 (c) 2005 The Gale Group
 File 75:TGG Management Contents(R) 86-2005/Mar W3
 (c) 2005 The Gale Group
 File 95:TEME-Technology & Management 1989-2005/Feb W3
 (c) 2005 FIZ TECHNIK

| Set | Items | Description |
|-----|---------|--|
| S1 | 18876 | (ORDER? OR PURCHASE OR PURCHASING OR BUYING OR SHOPPING) (5-N) (NETWORK OR ONLINE OR ON()LINE OR INTERNET OR SERVER OR WEB OR WEBSITE OR WEBPAGE) (8N) (AGENT? ? OR BROKER? ? OR CRAWLER? - OR BOT OR SHOPBOT) |
| S2 | 1092082 | (FEEDBACK OR FEED()BACK OR PATTERN? ? OR KNOWLEDGE OR LEARNING OR HISTORICAL OR HISTORY OR RECORD? ? OR REDEMPTION OR PURCHASE OR SALES OR INVOICE) (2N) (DATA OR INFORMATION) |
| S3 | 7174354 | PRICING OR PRICES |
| S4 | 500 | S1 AND S2 AND S3 |
| S5 | 211 | S4 NOT PY>1999 |
| S6 | 135 | RD (unique items) |
| S7 | 6 | (USING OR UTILI?ING OR UTILI?ATION OR ANALYZ? OR ANALYS?) (-1W) (SALES OR PURCHASE OR FEEDBACK OR PATTERN) (1W) (DATA OR INFORMATION OR PRICE) (5W) (SUBSEQUENT OR FUTURE OR NEXT OR ANOTHER) (3W) (ORDER? ? OR PURCHASE? ? OR OFFER? ? OR BID? ?) |
| S8 | 4 | RD (unique items) |
| S9 | 39 | (USING OR UTILI?ING OR UTILI?ATION OR ANALYZ? OR ANALYS? OR USED OR MODEL?) (3N) (SALES OR PURCHASE OR FEEDBACK OR PATTERN-) (1W) (DATA OR INFORMATION OR PRICE) (8N) (SUBSEQUENT OR FUTURE - OR NEXT OR ANOTHER) (2W) (PRICE OR PRICING OR ORDER? ? OR PURCHASE? ? OR OFF |
| S10 | 27 | RD (unique items) |

? ds

| Set | Items | Description |
|-----|-------|---|
| S1 | 18876 | (ORDER? OR PURCHASE OR PURCHASING OR BUYING OR SHOPPING) (5-N) (NETWORK OR ONLINE OR ON()LINE OR INTERNET OR SERVER OR WEB OR WEBSITE OR WEBPAGE) (8N) (AGENT? ? OR BROKER? ? OR CRAWLER? - |

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OR BOT OR SHOPBOT)

S2 1092082 (FEEDBACK OR FEED()BACK OR PATTERN? ? OR KNOWLEDGE OR LEARNING OR HISTORICAL OR HISTORY OR RECORD? ? OR REDEMPTION OR PURCHASE OR SALES OR INVOICE) (2N) (DATA OR INFORMATION)

S3 7174354 PRICING OR PRICES

S4 500 S1 AND S2 AND S3

S5 211 S4 NOT PY>1999

S6 135 RD (unique items)

S7 6 (USING OR UTILI?ING OR UTILI?ATION OR ANALYZ? OR ANALYS?) (-1W) (SALES OR PURCHASE OR FEEDBACK OR PATTERN) (1W) (DATA OR INFORMATION OR PRICE) (5W) (SUBSEQUENT OR FUTURE OR NEXT OR ANOTHER) (3W) (ORDER? ? OR PURCHASE? ? OR OFFER? ? OR BID? ?)

S8 4 RD (unique items)

S9 39 (USING OR UTILI?ING OR UTILI?ATION OR ANALYZ? OR ANALYS? OR USED OR MODEL?) (3N) (SALES OR PURCHASE OR FEEDBACK OR PATTERN-) (1W) (DATA OR INFORMATION OR PRICE) (8N) (SUBSEQUENT OR FUTURE - OR NEXT OR ANOTHER) (2W) (PRICE OR PRICING OR ORDER? ? OR PURCHASE? ? OR OFF

S10 27 RD (unique items)

? t6/3,k/all

6/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01829816 04-80807

Innovative software drives customer service

Reedy, W Thomas

National Underwriter (Property & Casualty/Risk & Benefits Management)

v103n21 PP: S5-S6+ May 24, 1999

ISSN: 1042-6841 JRNL CODE: NUN

WORD COUNT: 2300

...TEXT: a major role in helping companies make this transformation.

Customers want things like policy information, **pricing** with options and customized coverage. Insurers want more information, which can be used to help...

...on-call. Quote software engines can enable consumers to shop from their homes via the **Internet**, while intelligent quote **brokers** can "do the shopping," searching various engines for best customer fit and value.

As **Internet** user profiles become more robust, it will be possible to target customers based on their...

...basic policy information and track what information is still needed to complete the underwriting process. **Information** from **knowledge** management software, such as hot customer leads, can be delivered this way as well.

This...

6/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01810521 04-61512

The E-dependent agent

Henne, William P Jr

Rough Notes v142n4 PP: 60-62 Apr 1999

ISSN: 0035-8525 JRNL CODE: RNO

WORD COUNT: 1784

...ABSTRACT: entities with the proper authorization. Some companies have provided such private access to agents for **information** on products, **sales** tips and discussion areas. Furthermore, both insurers and rating vendors are using the technology as...

...TEXT: to include one in its next release. In the meantime, use a miscellaneous field to **record** the **data**. David McPherson of The Louisiana Companies, an agency headquartered in Baton Rouge, says that they ...

...can scan the jewelry appraisals and send the entire transaction to the company electronically.

The **prices** of scanners have dropped significantly and are well worth the small investment. Aside from making...the preferred channel for purchasing insurance, it is becoming increasingly important as a means of **purchasing** other goods and services. One **agent** told me that he uses the **Internet** regularly to buy hardware and software necessary for his agency operations. In fact, he finds...

...entities with the proper authorization. Some companies have provided such private access to agents for **information** on products, **sales** tips,

and discussion areas. Furthermore, both insurers and rating vendors are using the technology as...

6/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01784429 04-35420

An XML framework for agent-based e-commerce

Glushko, Robert J; Tenenbaum, Jay M; Meltzer, Bart
Communications of the ACM v42n3 PP: 106-109+ Mar 1999
ISSN: 0001-0782 JRNL CODE: ACM
WORD COUNT: 3967

...TEXT: be able to obtain computer-interpretable data sheets, price lists, and inventory reports through the **Web** or email, then request quotes, place **orders**, and track shipments.

By making the **Web** accessible to **agents** and other automated processes, XML will fundamentally transform the nature of e-commerce (see Maes...

...merchants might initially dread that XMLencoded information makes it too easy for buyers to compare **prices** and competitors to co-opt their content. But fear of lost business opportunity as e...

...price and availability

For consumers, the most obvious result of pervasive markup will be smart **shopping agents** that level the playing field in their dealings with sellers. Using **Internet** -wide **shopping** directories, these **agents** will be able to locate all merchants carrying a specific product or service, then query...cases, the information is forwarded over the Internet to an entirely different business. In the **purchase** order example, **information** coming from the parser may be acted on by various applications:

An order entry system...

...OFX effort supports banking, bill payment, investment, and financial planning activities (www.ofx.net).

Sidebar:

Agent -based **shopping** by consumers **online** is just the tip of the e-commerce iceberg.

Footnote:

1The CBL was called the...

...as an agent communication language. CIKM '94. In Proceedings of the Third International Conference on **Information** and **Knowledge** Management, 1994, pp. 456-463.

2. Fuchs, M. Domain-specific languages for ad hoc distributed...

6/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01784422 04-35413

Agents that buy and sell

Maes, Pattie; Guttman, Robert H; Moukas, Alexandros G
Communications of the ACM v42n3 PP: 81-87+ Mar 1999
ISSN: 0001-0782 JRNL CODE: ACM

WORD COUNT: 3337

...TEXT: information on merchants and products, making decisions about merchants and products, and ultimately entering **purchase** and payment **information** .

Software agent technologies can be used to automate several of the most time-consuming stages...

...transaction. Negotiation varies in duration and complexity depending on the market. In traditional retail markets, **prices** and other aspects of a transaction are often fixed, leaving no room for negotiation. In...compares merchant alternatives. Andersen Consulting's BargainFinder (bf.cstar.ac.com/bf) is the first **shopping agent** for **online** price comparisons. Given a specific product, BargainFinder looks up its price from at least nine...

...as requests from "real" customers. Such aggressive interoperability makes it convenient for consumers to compare **prices** from a number of merchants' online catalogs, whether or not merchants welcome such comparisons. While...

...such as that offered by Junglee, Inc.) and learning techniques for semiautomatically composing "wrappers" for **Web** sites [5] are helpful for building comparison **shopping agents** , the process is still done largely by hand and is extremely tedious. In the near...

...Sandholm's "Automated Negotiation" in this issue). In retail, we are familiar mostly with fixed **prices** , even though fixed-price selling was introduced only about 100 years ago. The benefit of...edu/tete-atete/) [10] provides a unique negotiation approach to retail sales. Unlike most other **online** negotiation systems that competitively negotiate over price, Tete-aTete's consumer-owned **shopping agents** and merchant-owned sales **agents** cooperatively negotiate across multiple terms of a transaction, including warranties, delivery times, service contracts, return...

...that can be delivered overnight may be deemed a better overall value.

Future Directions

Software **agents** are helping buyers and sellers combat information overload and expedite specific stages of the **online buying** process. Today's first-generation **agent** -mediated e-commerce systems are already creating new markets (such as low-cost consumer-to...pp. 210-217.

Reference:

5. Doorenbos, R., Etzioni, O., and Weld, D. A scalable comparison- **shopping agent** for the World-Wide **Web** . In Proceedings of the First International Conference on Autonomous **Agents** 97 (Marina del Rey, Calif., Feb. 5-8). ACM Press, N.Y., 1997, pp. 3948...

6/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01759338 04-10329

Smart consumers pose greater challenges

Hoeg, Gregory J
Best's Review (Life/Health) v99n9 PP: 65 Jan 1999
ISSN: 0005-9706 JRNL CODE: BIH
WORD COUNT: 751

...ABSTRACT: the quality of all these items has made it an increasingly important tool in insurance **sales** strategies. Enhanced **information** about products, services and companies available through the Internet facilitates greater customer scrutiny of the...

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...TEXT: and they have served as interpreters of product and company information buyers needed to make **purchase** decisions. As more purchasers of insurance products and services bypass **agents** and look to the **Internet** for information about products and companies, the more insurance products themselves are being viewed as...

...is readily and easily available.

Enhanced information about products, services and companies available through the **Internet** facilitates greater customer scrutiny of the "value" they are **purchasing**. In the past, insurers, through **agents**, could differentiate their products on the basis of perceived price differences and on the basis...

...further means of differentiating among choices. The degree to which insurers can offer competitively attractive **pricing** is only one facet of differentiation and is extremely limited in most cases. Discriminating Web users, armed with heightened analytical capabilities available online, are finding it easier to compare **prices** even though products are structured differently. Price differentiation must therefore be balanced against other areas...

...will need to "stand alone" and not require the explanation of an agent or other **sales** person. The **information** must focus on values of the target customers and withstand comparison to other carriers and...

6/3,K/6 (Item 6 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
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01750441 04-01432

Two rising stars of the enterprise software business explain why their markets are still hot despite Wall Street jitters

Brandt, Richard L; Lenatti, Chuck
Upside v11n1 PP: 102-122 Jan 1999
ISSN: 1052-0341 JRNL CODE: UPS
WORD COUNT: 7091

...TEXT: Baan announced disappointing earnings. Wall Street analysts and investors became nervous, and ERP company share **prices** dropped significantly. Although Siebel's ERM business was still strong-for the nine months ended We spent a great deal of time with these organizations to understand their **information** requirements [regarding] **sales** and customer service systems, for the second half of this decade and for the next...expect you to go next? We can see expanding this into reaching customers over the **Internet** -electronic commerce. We can see extensions into software- **agent** technology, virtual **buying agents**, virtual selling **agents**. We can see extension into database marketing. We'll see many extensions to the marketing...does. The most important trend is disintermediation. And this is where we're using software- **agent** technology-virtual **buying agents** and virtual selling **agents** -to represent us as consumers and as sellers on the **Internet**. Much of the activity we engage in ourselves, whether it's the product search or ultimately the price negotiation, will be conducted by **buying agents** and selling **agents** in the future. Software- **agent** technology is a core enabling technology [that will] enable electronic commerce on the **Internet** in a big way. And this is a major emphasis at Siebel Systems.

Agent technology...

...Captioned as: Siebel Systems Inc.

Privacy issues on the Internet are becoming increasingly important. Collecting **information** about buying **patterns** on the Web is incredibly valuable to corporate sales folks. But the government or consumers...

6/3,K/7 (Item 7 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01737807 03-88797

Automation vendors trek further into cyberspace

Hancock, Wayland

American Agent & Broker v70n11 PP: 32-46+ Nov 1998

ISSN: 0002-7200 JRNL CODE: AGB

WORD COUNT: 3953

...TEXT: for handling service requests. Web-site visitors also can check out the vendor's stock **prices** in real time and view investor feedback. Delphi plans several enhancements for its site, including...agent to create, fillin, save, retrieve, duplicate, revise and print certificates of insurance over the **Internet** using a **Web** browser. Certificates can be completed and printed from an **agent** 's or an insured's office. Companies and **agents** also can **purchase** the certificates product for installation at their own **Web** sites. Choices also has a working sample of its similar "CertHolders OnCall" service at its...

...undisclosed driver reports. Customer support, software updates and company information are available at the iiX **Web** site. **Agents** soon will be able to **order** MVRs and other underwriting reports via the **Internet** by visiting the iiX Web site, opening an account and paying for the reports as...and customer support; a direct link to the IVANS intranet, where customers can check billing/ **invoice** **information** ; and online registration for conferences such as Technology@Work and the Executive Forum.

Agent customers...

6/3,K/8 (Item 8 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01730545 03-81535

Harmonic convergence

Alter, Allan E

Computerworld The Premier 100 Supplement PP: 14-16 Nov 16, 1998

ISSN: 0010-4841 JRNL CODE: COW

WORD COUNT: 1190

...TEXT: site where customers can browse through Tech Data's entire catalog, get product information and **pricing** , check availability, put together a quote and hold it for a week before **ordering** , place the **order** and check **order** status.

Connection **Agent** , a tool that does the backoffice work for its clients' **Web** sites. Tech Data will handle catalog, order taking, shipping - nearly everything but the billing.

Another...

...system, which is expected to be ready by next year.

Those systems have helped Tech **Data** boost its **sales** 130% in two years. Like its competitors, Tech Data offers "channel-assembly" services, performing the...

6/3,K/9 (Item 9 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01697875 03-48865

We need to talk

Hill, Sidney Jr

Manufacturing Systems v16n6 PP: 40-48 Jun 1998

ISSN: 0748-948X JRNL CODE: MFS

WORD COUNT: 2938

...ABSTRACT: of innovative supply-chain management techniques, the overall savings should be much higher. In addition, **prices** of some products have dropped very little, if at all, as a result of these...

...TEXT: of innovative supply-chain management techniques, the overall savings should be much higher. In addition, **prices** of some products automobiles often are cited as a prime example-have dropped very little, if...

...manufacturers currently establish production plans and delivery schedules based on a forecast created using past **sales** trends. This **information** is used to form an educated guess of what customers will order in the future...programmed to follow certain "rules"-e.g., the lowest cost or quickest delivery date-when **purchasing** materials, depending on the circumstances of the customer **order**. Once those conditions are known, the **agent** broadcasts a message via the **Internet** to corresponding **agents** within suppliers' systems. Each supplier's **agent** evaluates the message and replies with a bid to the **purchasing agent**. The **purchasing agent** then chooses a supplier to **purchase** the material from, based on which bid best satisfies the rules the **agent** was programmed to follow. It then transmits data on that material including quantities and delivery date to...

6/3,K/10 (Item 10 from file: 15)

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01696564 03-47554

IT makes commodities hot

Caldwell, Bruce; Thyfault, Mary E

Informationweek n699 PP: 48-54 Sep 7, 1998

ISSN: 8750-6874 JRNL CODE: IWK

WORD COUNT: 3137

...TEXT: commodity" products are rare. So how are companies in these industries differentiating themselves without slashing **prices**? In many cases, they're tapping IT-to boost their brands, improve customer loyalty, and...

...are adaptive and responsive, then customer costs go down even if you don't lower **prices**." And companies must add value through services, such as inventory management.

No commodities companies rely...

...is also installing "corporate landing pads," sites that will let businesses with Creative contracts place **orders** at prenegotiated discount **prices**. And Creative **agents** will even be able to push appropriate **Web** pages to their customers. For instance, if a buyer is in the market for a ...

...page with details on the company's latest line of displays, complete with specs and **prices**.

Other commodities industries-such as utilities are only now starting to feel the heat of competition because of deregulation. "With low **prices**, you earn the right to play the game," says Dan Yates, manager of PacificCorp's ...the company and its clients. To get the program started, a new billing system, customer **information** system, and **sales** prospect database were

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implemented over the summer.

One way in which PG&E Energy Services...

...services for managing electricity usage. The first phase, which was made available in July, provides **historical** power usage **data** to customers. The second phase, available later this year, will add weather data and facility...

6/3,K/11 (Item 11 from file: 15)
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01690732 03-41722

Help desk software roundup

Anonymous

Telemarketing & Call Center Solutions v16n10 PP: 70-85 Apr 1998

ISSN: 0730-6156 JRNL CODE: TLM

WORD COUNT: 12342

...TEXT: and IQWeb Pro use a Web server with either Microsoft Windows 95/NT or Solaris.

Pricing : Please call for **pricing** .

Company: Applix, Inc.

Product: Applix Helpdesk

Contact: Jillian Harvey-Asquith

Phone: 508-870-0300

Fax...

...runs on the following operating systems: Windows 3.1, 95 and NT and OS/2.

Pricing : askSam Standard - \$149.95; askSam Professional - \$395.

Company: Bendata, Inc.

Product: HEAT version 3.6...64MB recommended); 116MB disk space for system files and 1-to

2MB per 1000 records.

Pricing : Call vendor.

Company: Bendata, Inc.

Product: Support Management

Signature Series

Contact: Sales Department

Phone: 800...

...66 (Pentium-class processor recommended), 8-10MB RAM, 10-15MB disk space, CD-ROM drive **Pricing** : Call vendor.

Company: Bendata Inc.

Product: HEAT Workgroup Asset Manager

Contact: Sales Department

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Phone: 800...

...Requirements: 486 or greater processor; 24MB disk space; and Windows 95 or NT operating system.

Pricing : Call vendor.

Company: Blue Sky Software Corp.

Product: RoboHELP Office 5.5

Contact: Kim Himstreet...provides open APIs for integration to other applications.

Minimum System Requirements: System requirements will vary. **Pricing** : Clarify's suite is priced with a server fee which varies per application, and a...

...Component configuration/requirement; Memory 32MB total; 10MB per user minimum; SPECint92 100.0 or better.

Pricing : ClearSupport 5.0 is priced at \$20,000 per server license, plus an additional \$3...

...least 100MB free space, Microsoft Windows NT Server 4.0, Microsoft SQL Server 6.5x. **Pricing** : \$995 per agent plus system modules base price.

Company: ConsulNet Computing Inc.

Product: ConsulNet Support...486 recommended) 8MB RAM (16MB recommended), VGA (16 color) monitor, 18.4MB complete installation size.

Pricing : Single: \$599; five: \$999; ten: \$1499; unlimited: \$1,.999.
Company: DC Systems

Product: The Mercury...

...an agent makes a call, Contact Manager taps a powerful database and presents all customer **information** and **history** in a readable, easy-to-navigate format. Opportunity manager serves Mercury users as both reporter...

...offer extensive fulfillment capabilities. With a simple mouse click, agents can schedule mailings of sales **materials**, product information, **catalogs**, data sheets or anything else a customer may require. Responsibility for getting the materials out...

...4.0); 133 MHz CPU; 32MB RAM (or more); Minimum 40MB hard drive space.

Pricing: **Server** \$35,000/per seat \$395\$695. Lease price dependent on number of seats and lease tactics such as pricing, **redialing**, buffer list size and call filtertrack campaign statistics including call list penetration.

Internet/Intranet Support...

...0); 133 MHz CPU; 32MB RAM (or more); Minimum 40 MB hard drive space.

Pricing: **Server** 515,000/per seat \$395. Lease price dependent on number of seats and lease period...

...RAM, 20MB hard drive, Windows 95 or NT workstation, Crystal Reports Professional, Microsoft Office.

Pricing: **Contact** Eagle Technology for pricing.

Company : Emerging Market

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Company : WebLine Communications

Product: WebLine
Phone: 781-272-9979

Fax: 781-272-9989

E-mail: sales...

...as Netscape 3.01 or greater or Microsoft Internet Explorer 3.02 or greater.

Pricing: **Pricing** for WebLine server software begins at \$25,000. The additional per agent licensing fee depends on...provides an independent Report Writer that can generate reports or export data from any data record. **FMS** also supports external data files that are ODBC compliant and can process various external data...

...most LANs including Novell 3.x and Microsoft NT 3.51 and 4.0.

Pricing: **Pricing** is set by how many simultaneous users need access to the software. Prices **range** from approximately \$9,000 to \$20,000.

6/3,K/12 (Item 12 from file: 15)
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01676490 03-27480

Beyond information retrieval

Wiley, Deborah Lynne

Database v21n4 PP: 18-22 Aug/Sep 1998

ISSN: 0162-4105 JRNL CODE: DTB

WORD COUNT: 2947

...TEXT: but profits remained high. Despite talk about branching out to an end-user market, the **pricing** strategies and complicated search language restrained the market to professional searchers, with a few dedicated... applied to any number of subject areas and objects. Similar technology is employed by the **data** mining and **knowledge** management systems marketed for intranet applications.

DATA VISUALIZATION

No matter how compelling your data, a...supporting documents, and returns the analysis to the user as a series of visualized comparisons.

AGENT TECHNOLOGY

Software **agents** easily replicate repetitive tasks. Examples include the **shopping agents** that comb the **Internet** comparing **prices** of specific products, like books and CDs. **Acases** compares **prices** and shipping charges for books at over 25 online stores. Other agents, like those from...

...information from the Web on your designated topics. Similar software is used to monitor stock **prices**, or to "filter" news stories for customized news sites.

PATTERN RECOGNITION

Some of the advanced...

6/3,K/13 (Item 13 from file: 15)
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01673604 03-24594

E-commerce impact

Adhikari, Richard

Informationweek n693 PP: 77-81 Jul 27, 1998

ISSN: 8750-6874 JRNL CODE: IWK

WORD COUNT: 1605

...TEXT: ability to search multiple suppliers' product lists and provide users with customized product lists and **pricing** . The product also provides administrators with reporting tools.

Managing sales over the Web is a...

...says. Eventually, he'd like to develop a system for repeat customers that will let **sales** reps have **information** about the customers on their screens before they even pick up the phone.

Easier Research...

...from webMethods Inc. The toolkit wraps XML technology around HTML. Using the toolkit, webMethods created **Agent** Discovery, an automated procurement and **purchasing** application that can search multiple **Web** sites simultaneously and bring back photographs or other information such as data for Excel spreadsheets...

6/3,K/14 (Item 14 from file: 15)

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01616398 02-67387

Electronic trading on futures exchanges

Sarkar, Asani; Tozzi, Michelle

Derivatives Quarterly v4n3 PP: 7-14 Spring 1998

ISSN: 1081-3268 JRNL CODE: DRVQ

WORD COUNT: 4102

...TEXT: keyed in and trade confirmations are received, a host computer that processes trades, and a **network** that links the terminals to the host computer. Customers may enter **orders** directly into the terminal or phone in the **order** to a **broker** . Although **order** execution can occur in various ways, the electronic **order** -matching system is the most popular on futures exchanges.3

With electronic order-matching systems...other complex trades such as "stop loss" orders and "spread" trades, with minimal impact on **prices** .8 In particular, locals (floor traders who buy and sell for their own accounts) trade...

...execute a stop loss order, for example, futures brokers may instruct their clerks to monitor **prices** manually and then to enter the orders in the electronic system as appropriate. Nonetheless, improvements...

...often buy entire trading systems from other exchanges or private companies. With the reduction in **prices** of computer hardware, the cost of buying these systems has fallen dramatically (Domowitz [1995]). During... best bids and offers), so that traders can calculate quantities offered and demanded at current **prices** .

Also notable is the ability of electronic trading to virtually eliminate errors in recording orders...

...trades are recorded accurately and in detail, regulators can monitor all transactions and spot suspicious **patterns** in the **data** .

Interestingly, existing research regarding the relative merits of open outcry and electronic trading does not...

6/3,K/15 (Item 15 from file: 15)

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01591075 02-42064

Creating a custom mass-production channel on the Internet

Elofson, Greg; Robinson, William N

Communications of the ACM v41n3 PP: 56-62 Mar 1998

ISSN: 0001-0782 JRNL CODE: ACM

WORD COUNT: 3497

...ABSTRACT: suggested that is buyer-driven. A framework that allows buyers to get customized products at **prices** that reflect greater economies of scale is discussed. This is done by buyer consolidation, which...

TEXT: Buyers often desire custom products at commodity **prices** with no switching costs. Alternatively, suppliers would like to sell mass-produced products at custom **prices** with prohibitive switching costs. In the ongoing market tensions between buyers and suppliers, however, information ...

...In this article we discuss a framework that allows buyers to get customized products at **prices** that reflect greater economies of scale. This is done by buyer consolidation, which assumes that...

...of buyer consolidation, and lower barriers to new entrants as a result of using the **Web** as a distribution channel.

The **purchase** model to which this article's CMP **broker** framework is adapted is multistaged and captures the most fundamental aspects of buyer choice [2...database, agent experts, and a network interface. The database is used to store basic brokerage **information** (**historical** and current) such as buyer preferences (catastrophic coverage with low deductible), viable alternatives (catastrophic with...

6/3,K/16 (Item 16 from file: 15)

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01565417 02-16406

Cyberspace transactions present interesting international, state and local tax issues

Levey, Marc M; O Donnell, Thomas A; Powers, J Pat

Tax Executive v49n6 PP: 476-486 Nov/Dec 1997

ISSN: 0040-0025 JRNL CODE: TXE

WORD COUNT: 9787

...TEXT: different withholding tax obligations. Further, characterizing the transaction influences the selection of the appropriate transfer **pricing** method, whether income must be included under Subpart F, application of customs duties (or VAT...site can be relocated offshore.

Moreover, there is the issue whether the ISP providing a **server** creates a "dependent **agent** ." Where the **Web** site accepts **orders** after establishing all the terms of the sales or services contract with the customer through...considering the source) would be a substantial change in U.S. tax jurisdiction concepts. Transfer **Pricing** Although the previously discussed substantive international tax issues for Cyberspace can be difficult and raise significant ambiguities, transfer **pricing** issues become even more unwieldy in the context of electronic commerce and the globalization it permits. The starting point for intercompany **pricing**

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purposes is determining the proper characterization of the transaction. In the United States, that characterization will dictate which set of transfer **pricing** methods is available -- those covering sales of tangible or intangible property, the licensing of intangible...

...and engineering projects are carried out by laboratories around the world.

The goal of transfer **pricing** in these cases is to allocate the income from the end product of the collective effort to the individual legal entities involved. Under basic transfer **pricing** tax and economic principles, this allocation must be commensurate with the functions performed, risks taken...

...process.

As evidenced in the area of global trading in the financial industry, traditional transfer **pricing** rules do not lend themselves to practical application and implementation in these cases. Recognizing this...

...on additional types of transactions, or make public at least the general concepts underlying Advanced **Pricing** Agreements that have been reached with taxpayers on those matters. Meanwhile, taxpayers will be left...The same rule applies in California.

The Texas Comptroller has adopted a different approach for **information** services: **Sales** tax applies to online **sales** of **information** where the information is downloaded from the Internet (apparently where the taxpayer's server is...Fed Reg. 58, 151 (Nov. 13, 1996). 3 See generally Shapiro, Lost in CYBERSPACE: Transfer **Pricing** Aspects of Proposed sec 861 Computer Software Regulations, 5 TAX MGMT TRANSFER **PRICING** REP. 495 (Dec. 11, 1996). 4 Treas. Reg. 1.861-18(b)(1) and (h...

...apportionment schemes have led some politicians and commentators to advocate similar approaches to international transfer **pricing** problems.

Author Affiliation:

MARC M. LEVEY is a partner in the New York office of...

6/3,K/17 (Item 17 from file: 15)
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01554757 02-05746

Paradigms lost: This year in the information industry

Miller, Tim

Information Today v14n11 PP: 1, 17+ Dec 1997

ISSN: 8755-6286 JRNL CODE: IFT

WORD COUNT: 2738

...TEXT: new information universe. We will decide how to adapt to a swarm of new distribution, **pricing**, and packaging options. We will grapple with how to provide enhanced value for our customers...Interactive appears to be having success with a subscription model. Reuters is developing a layered **pricing** model for its corporate clients based on the depth and breadth of the information they...

...serious information consumers.

Caught in the Vise

As the magic of large numbers forced information **prices** downward, it is little wonder that aggregators such as Information Access Company and UMI are...

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...recently announced merger will no doubt accelerate their push into corporate markets.

The new distribution **order** is bad news for the middleman. Just as Expedia strips the travel **agent** out of the process of **buying** travel, and E*Trade removes the **broker** from the process of **buying** pieces of companies, so too does the **Web** make aggregators less relevant and turn traditional hosts into evolutionary vestiges. The true message of...

...Dow Jones, and Individual can be successful in large audiences with some combination of layered **pricing** and advertising. But the bulk of providers in our industry have neither the content nor...value for customers. Our core value-building strategy should be to begin actually transforming our **information** into **knowledge**. This has been the battle cry of our industry for so long that it's...

6/3,K/18 (Item 18 from file: 15)

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01541615 01-92603

How automation vendors are responding to the Internet

Hancock, Wayland

American Agent & Broker v69n11 PP: 32-48 Nov 1997

ISSN: 0002-7200 JRNL CODE: AGB

WORD COUNT: 2982

...TEXT: services.com) provides a wealth of reference materials including servicing information, education schedules, product information, **pricing** and a directory of the company's sales representatives.

Amsoft is an agency management product...can be downloaded from its Web site (<http://www.insoftcorp.com>). The site also provides **sales information** about its agency management system. The vendor plans to reconstruct its site soon, adding new...

...that client's five nearest neighbors.

IBSA has made all its products available via the **Internet**. **Agents** can click on a button to **order** a marketing list **online**, then click on another button to follow up with a telemarketing campaign. Online help is ...

6/3,K/19 (Item 19 from file: 15)

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01506419 01-57407

Bytes to bucks

Coward, Cheryl

Black Enterprise v28n3 PP: 106-112 Oct 1997

ISSN: 0006-4165 JRNL CODE: BEN

WORD COUNT: 2717

...TEXT: companies that have been acquired by older brokerage houses.

"Most large firms are looking at **online** trading or to **purchase** other **online** trading firms," says Renford Bernard, a trader at National Discount **Brokers** (www.ndb.com). "We expect that online trading will be 90% of the business within..."

...field comes heightened competition, which in turn rewards investors in the form of lower trading **prices** and more "value-added" services. Indeed, cost has been a primary driving force in the...

...equipped with this capability.

WHO DO YOU CALL?

There are a wealth of options when **shopping** around for an **online broker**. The most common way to trade is directly on the **Web**. Online proprietary services like America Online and CompuServe also offer access to brokerage firms. Some...com), and Barnes uses E*Trade (www.etrade.com). These two firms offer competitive trading **prices** and comprehensive research, data and portfolio services. They both offer a \$14.95 commission rate...

...chose Discover Brokerage for her online transactions because, at the time, it had the lowest **prices**. "It is easy to access and you can do your own research and look up...

...and highlight low-cost trading--meaning cheap and/or flat-fee commissions--beware that these appealing **prices** may not apply to all types and quantities of trades. While some firms offer flat-fee commissions for equity trades, others vary their **prices** depending on the number of shares you trade. The more you trade, the lower the price. Also, some low **prices** are tied to a minimum balance requirement.

Deep discount firms such as Empire Financial (www...

...to them. Surf the broker's Web site for detailed information on their services and **prices**. The Yahoo! Finance Center (www.yahoo.com) provides an up-to-date list of links...quotes, portfolio tracking options, up-to-date charts and graphs of market and stock activity, **historical data** and company reports. If they don't offer these services directly, they may offer links...

6/3,K/20 (Item 20 from file: 15)
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01489512 01-40500

Two proven ways to choose stocks

Anonymous

Money v26n9 PP: B9-B10 Sep 1997

ISSN: 0149-4953 JRNL CODE: MON

WORD COUNT: 1522

...DESCRIPTORS: Stock **prices** ;

...TEXT: this conclusion after studying 44 years of Standard & Poor's Compustat data--the longest complete **record** of market **information** for more than 10,000 stocks traded on U.S. exchanges. Late last year, O...

...their price. This strategy trains you to buy brand-name products without paying brand-name **prices**. Today I would be looking at British Steel (BST; traded on the NYSE in American...

...5% and the value stocks rose 15.5%.

Q. You have derived your strategies from **historical data**. Haven't we all been cautioned, however, about using past performance to predict the future...stocks that fit the criteria for growth and value on that day. You would then **purchase** equal dollar amounts of at least 25 stocks for each strategy from an **Internet discount broker** like Ceres or Waterhouse, which charge as little as \$8 a trade. Or you could...

...on your stocks?

A. Now this requires the real discipline. Do not look up any **prices** until a year after the day you first invested. Then run the screens again. Sell

...

6/3,K/21 (Item 21 from file: 15)
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01477288 01-28276

Value networks--the future of the U.S. electric utility industry

Weiner, Michael; Nohria, Nitin; Hickman, Amanda; Smith, Huard

Sloan Management Review v38n4 PP: 21-34 Summer 1997

ISSN: 0019-848X JRNL CODE: SMZ

WORD COUNT: 8870

...TEXT: energy demand; however, it began to crumble in 1973 with the first oil shock. Energy **prices** shot up, becoming a significant item on the bills of consumers and businesses. Utilities, saddled...to use strategies such as bringing utilities under municipal supervision to procure the cheapest power **prices**. This example is not an isolated instance. Consumers are experiencing growing pressure to cut their...

...or declining. With less disposable income, residential consumers are no longer willing to pay high **prices** to their local utilities if they can get cheaper power elsewhere. Cambridge Energy Research Associates...to entry were lowered or eliminated, markets were increasingly segmented, new distribution channels were created, **prices** were reduced, **pricing** mechanisms were more complex and diverse, and new products and services proliferated.²¹
In this...

...they are, rather, estimates of the magnitude of changes that the electricity industry must confront.

Prices

It is widely held that the restructuring under way in the U.S. electric utility industry will cause the unbundling of electricity **prices**. Competition and consolidation could result in a 40 percent decrease in the average wholesale price...

...be vicious and show little restraint.²⁵ In the U.S. airline industry, average ticket **prices** have declined steadily since 1978,²⁶ and the industry hasn't posted operating margins (before...

...as much money as it had made since its inception in 1914. While such predatory **pricing** has not yet become rampant in the electric utility industry, there have already been numerous...example, meters in most U.S. homes are read only once a month. Real-time **pricing** of residential electricity would require gathering, processing, and distributing this data every minute, which can...

...information and its processing will be priced and sold separately.

While these five directional markers - **prices**, contracts, new products and services, global scope, and information intensity - are not exhaustive parameters for...

...on its books and currently recoverable through rates. However, in an open market, current high **prices** would fall and the costs driving those price premiums would become "stranded" or unrecoverable to...Exchange. Electricity would be auctioned on the power exchange, where the lowest bid and asked **prices** would be matched. The independent system operator, which is not controlled by the utilities, would...on a potential gold mine of data. Everything from customer usage information to specific appliance **information** and usage **history** is valuable. We believe that electric utilities will be able to sell such appliance data...exchange. Electricity would be auctioned on the power exchange, where the lowest bid and asked

prices would be matched. The independent system operator would then schedule and dispatch that power to...for customers of all sizes to construct their own value networks. Once data sources for **pricing** and supply information are widely available, intelligent **agents** over the **Internet** will provide customers direct access to the **purchase** and transmission of power. Customers will be able to contract directly for their energy requirements...

...Power marketing and information-based segments will be dramatically different, with limited hard assets and **pricing** based on value rather than cost.

For companies seeking to compete as virtual utilities, nothing...margin, the cost is that of a combustion gas turbine. As this reviewer further noted, **prices** may fall even in the absence of restructuring due to the ending of a large...

6/3,K/22 (Item 22 from file: 15)
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01444365 00-95352

Service centers and mills find common ground

Lamb, Michele R; Marino, Joseph
Metal Center News v37n7 PP: 54-64 Jun 1997
ISSN: 0539-4511 JRNL CODE: MCW
WORD COUNT: 4358

...TEXT: been successful in servicing that customer.

Commerford: With regard to partnering, the mills need market **information** [**feedback**]. Right now, about 35% of mill shipments of copper flatrolled moves through the distribution chain...that helps drive the whole [one-stop shop] phenomenon.

Buzash: That's correct.

Pratt: As **on - line** services grow, there's been an increase in **on - line** selling and **buying** . [As a result,] many companies now have one **purchasing agent** **buying** five, eight, ten, or even 20 commodities, where in the past they may have had...
...Many people drew a correlation at the end of last year between falling **cop per prices** and the Sumitomo/Hamanaka trading scandal. Assuming there was a relationship between the two, do...

...any short-term instability to be found, it is red metal speculation that will drive **pricing** volatility more than aggregate supply and demand functions.

Commerford: I have a graph that shows...

6/3,K/23 (Item 23 from file: 15)
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01376937 00-27924

The role of intelligent agent software in the future of direct response

Hodgdon, Paul N
Direct Marketing v59n9 PP: 10-17 Jan 1997
ISSN: 0012-3188 JRNL CODE: DIM
WORD COUNT: 5119

...TEXT: format to which he is accustomed.

User Ability To Trust Intelligent Agents To Find And **Purchase**

The Giga **Information** Group study estimates that at least 25 percent of the then-current PC/workstation user...into their lives is estimated at sometime in 2003.

Another key milestone is security. The **Internet** already suffers enough abuse without computer consumers having to worry about their personal **purchasing agent** being somehow compromised. Security is a major problem, attracting a lot of attention. The Giga...For example, assume that a Webbie user has been using the Internet to track the **prices** of Jeep Cherokees over the past couple of weeks. Because the dealer is running Webbie... similar psychographic and demographic profiles, it is reasonable for users to begin banding together into **online purchasing** cooperatives.

It is probable that consumer oriented **agent** meeting places will also be linked quite thoroughly with product research services like Consumer Reports...

...will be demanding, as a group, a vastly superior purchasing package in terms of information, **pricing**, perks, and discounts.

From a cost standpoint, marketing companies need to begin making use of...

6/3,K/24 (Item 24 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01327058 99-76454

The World Wide Web: Quagmire or gold mine?

Etzioni, Oren

Communications of the ACM v39n11 PP: 65-68 Nov 1996

ISSN: 0001-0782 JRNL CODE: ACM

WORD COUNT: 2295

...TEXT: store for information on popular products, and analyzing the store's responses. In the software **shopping** domain, **Shopbot** was given the home pages for 12 **online** software vendors. **Shopbot** learned to extract product information from each of the stores, including the product's operating...

...preliminary user study, Shopbot users were able to shop four times faster (and find better **prices**) than users relying only on a Web browser [3]. Current work on Shopbot explores the...31-329.

3. Doorenbos, R.B. Etzioni, O. and Weld, D.S. A scalable comparison-**shopping agent** for the world-wide **web**. Technical Report 96-01-03, University of Washington, Dept. of Computer Science and Engineering, January...

...on Information Gathering from Heterogeneous, Distributed Environments, AAAI Press, Stanford University, 1995. .AAI Press. To **order** a copy, contact sss@aaai.org.

8. Krulwich, B. The bargainfinder **agent**: Comparison price **shopping** on the **internet**. In J. Williams, Ed., Bots and Other **Internet** Beasties. SAMS.NET, 1996. <http://bf.cstar.ac.com.bf/>.

9. Lewis, D. and Gale...

...and Development in Information Retrieval, 1994.

Reference:

10. Perkowitz, t. and Etzioni, O. Category translation: **Learning** to understand **information** on the internet. In Proceedings of the Fifteenth

International Joint Conference on AI, (Montreal, Can...

6/3,K/25 (Item 25 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01322466 99-71862
RoweCom's automated subscription service wins Electronic Commerce award
Anonymous
Information Today v13n9 PP: 37, 41 Oct 1996
ISSN: 8755-6286 JRNL CODE: IFT
WORD COUNT: 1366

...TEXT: today are some 100 academic, medical, and corporate libraries for whom RoweCom acts as periodicals **purchasing agent**. Subscribe is RoweCom's automated subscription service that allows libraries to **order**, pay for, and claim their journals over the **Internet**. Dr. Richard Rowe, president and founder of RoweCom, said, "We've created our system using...

...in turn, sends a purchase and payment confirmation back to the library, thus closing the **information feedback** loop to the buyer.

This system guarantees payment security because no bank account numbers pass...

...the reduction of subscription agent fees and the ability to pay for journals at discounted **prices**. RoweCom installs and supports Subscribe software without additional fees. At a time when libraries are...is provided and installed free, a large start-up cost is not an obstacle. Because **pricing** is based on a per-transaction basis, a small library's costs will be in...

6/3,K/26 (Item 26 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

01278815 99-28211
CTI's unsung benefits: Quality transactions, better service, agent empowerment
Tamer, Michael J
Telemarketing & Call Center Solutions v15n1 PP: 32-40 Jul 1996
ISSN: 0730-6156 JRNL CODE: TLM
WORD COUNT: 2029

...TEXT: to sales requests to complaints- can be handled during a single call by the answering **agent**.

An example of the convenience and new revenue opportunities CTI offers is customer catalog **shopping**. When a catalog customer calls an **agent**, the **agent** can access the catalog **online**, view the merchandise and make suggestions to the customer for companion items. The agent can...

...window with information from another window, a customer's name and address, as well as **pricing** information, can be accessed with a few mouse clicks.

The software includes a feature that...name, address and phone number. Transaction tracking allows agents to view additional windows of caller **history data** such as the number of times the customer has called about a particular case, the...

6/3,K/27 (Item 27 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

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01273960 99-23356

Mortgage scoring: Rules of thumb

DeZube, Dona

Mortgage Banking v56n11 PP: 50-57 Aug 1996

ISSN: 0730-0212 JRNL CODE: MOB

WORD COUNT: 4252

...TEXT: loans they've originated or approved. Many system designers have gone to outside sources to **purchase** supplemental **data** bases. The point is, you have to know the characteristics of the portfolio from which ... variables are in their system, others won't. Most everyone uses some form of credit **history information** to grade borrowers and standard property information such as LTVs. But, no one is likely...be giving the scoring system away because it's trying to get a shot at **buying** the loans from a **network** of **brokers** ;' he says.

* RULE 13: Be a thinker before you tinker. Some systems allow users to... the type of loans you want to originate.

There's still one more option. For **prices** that start around \$50,000, companies such as Fair, Issac will help you build your...

6/3,K/28 (Item 28 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01266601 99-15997

Spyglass Mosaic and Cisco Systems: A CD/Web browser case study

Fritz, Mark; Gustavson, Ron

CD-ROM Professional v9n8 PP: 30 Aug 1996

ISSN: 1049-0833 JRNL CODE: LDP

WORD COUNT: 658

...TEXT: engine. For Cisco employees and customers alike, having local CD-ROM information that includes Documentation, **Sales** Tools, Consultant **Information**, **Pricing** and **Order Agents**, Training, and Technical Assistance provides immediate access from either the desktop or the **network**. For sales and marketing purposes, these CD-ROMs can also be as multimedia-rich as...

6/3,K/29 (Item 29 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01246685 98-96080

A survey of insurance industry and regulatory applications on the Internet

Krohm, Gregory

Journal of Insurance Regulation v14n4 PP: 518-548 Summer 1996

ISSN: 0736-248X JRNL CODE: JIA

WORD COUNT: 10417

...TEXT: higher income-median income between \$50 and \$75 thousand;

professional class employment-disproportionately employed in " **sales** ," "engineering," and " **data** processing."

The Hermes Project, at the University of Michigan, has published similar findings (<http://www...>are naturally linked on Web sites.⁶ They can download prospectuses, allow investors to check **prices** and returns, order transfers from account to account, and buy and sell shares. The Web... discussed below.

Auto insurance quotes. Many P&C insurers splatter their Web sites with product **information**, rates, and **sales** outlets. Progressive Insurance (<http://www.auto-insurance.com>) may have been the first to offer... consummated over the Web should enjoy lower rates than standard agent produced policies. Such discriminatory **pricing** would be proposed by insurers on the basis of expense loads, and possibly loss cost...enlisted "agent" software. An agent in this sense is a program that searches over the **Internet** for key information selected by its master. The software-**agent** can be programmed to shop and **purchase** products that meet specific specifications, e.g. mens' size 11 wool Argyle socks. The software- **agent** could actually pay for the **purchase** with an electronic funds transfer. If a person instructs an out-of-state computer running...

6/3,K/30 (Item 30 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01210588 98-59983

Customer-driven engineering

Deitz, Dan

Mechanical Engineering v118n5 PP: 68-71 May 1996

ISSN: 0025-6501 JRNL CODE: MEG

WORD COUNT: 2702

...TEXT: the work-flow-management tools provided by PDM and the data access provided by the **Web** viewer would keep designers, analysts, manufacturing engineers, **purchasing agents**, and-if appropriate-even the salesperson and the customer abreast of the work **order** 's progress," Vanselous said.

The value of such a **Web** -based PDM system would be that all parties involved could use the same browser to...

...data at the home office so they can make quick decisions on special programs and **pricing** when visiting customers in the field.

Now, Austin managers want to build on the successful...on a modest investment.

ERP systems with Web links could also help manufacturers identify significant **patterns** in customer **data**. "If the data show that customers who ask for one feature typically also ask for...

...early for mechanical engineers to begin thinking about how their departments could benefit from customer **data** or support **sales** reps as they close deals in the field. After all, with the maturation of information...

6/3,K/31 (Item 31 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01202797 98-52192

Feds buy on-line

Messmer, Ellen

Network World v13n16 PP: 35 Apr 15, 1996

ISSN: 0887-7661 JRNL CODE: NWW

WORD COUNT: 561

TEXT: Headnote: Agencies offer **Web** -based catalogs for purchases.

Two federal agencies that act as **purchasing agents** for the rest of government have launched World-Wide **Web** -based catalogs for **on - line purchasing**.

The General Services Administration and the Defense Logistics Agency (DLA)

Ginger R. DeMille

have each set up electronic...

...interchange format through a mainframe translator.

"Our trading partners, such as Milliken, also want the **purchase information** in EDI format," Whitmore said. While buying via Web catalogs is new for the DLA...

...The GSA, which has just rolled out its Advantage Web catalog, also captures the incoming **purchase information** in EDI format, said Teresa Sorrenti, GSA director of acquisition operations for electronic commerce.

The...

...Inc., Lotus Development Corp. and Sybase, Inc., among others. At FedCenter, federal buyers can compare **prices** and products listed on Federal Supply Service contracts before buying at the GSA Web site...

6/3,K/32 (Item 32 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01146494 97-95888

NYSE takes trading into the 21st century

Tomasula, Dean

Wall Street & Technology v13n11 PP: 42-47+ Nov 1995

ISSN: 1060-989X JRNL CODE: WSC

WORD COUNT: 2926

...ABSTRACT: technology, the exchange still is not addressing many of their concerns, namely greater transparency in **pricing** and order flow.

...TEXT: in those securities. They also are responsible for quoting and recording current bid and asked **prices** for their stocks and executing trades from floor brokers.

In an auction system, the specialist helps buyers and sellers conduct business with each other directly, at **prices** between the bid (the price at which someone is willing to buy the stock) and...

...technology, the exchange still is not addressing many of their concerns, namely greater transparency in **pricing** and order flow.

Harold S. Bradley, vice president and director of trading at Twentieth Century...

...exchange would have to have a two billion share day.

To enhance visibility of stock **prices** and to give floor personnel more information in the limited available space, the specialist posts...Yet to be implemented is the use of handheld computers running off a wireless data **network**. Once installed, it will allow nearly 800 **brokers** to place immediate **orders** through personal digital assistants (PDAs), calculator-sized computers. They also will be able to seamlessly...walk up, they look at each other, they make a bargain, they write down or **record** the **information** without exchanging anything and then they go back upstairs."

Despite the competition from the electronic...

...technology should be transparent to the customer.

"We've undergone the most radical change in **pricing** and technology than any other market in history," he says. "Everything we do at the..."

6/3,K/33 (Item 33 from file: 15)

Ginger R. DeMille

DIALOG(R)File 15:ABI/Inform(R)
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00805058 94-54450

Super Bakery, Inc.

Darling, Bruce L; Davis, Tim R V
Planning Review v22n1 PP: 8-17 Jan/Feb 1994
ISSN: 0094-064X JRNL CODE: PLR
WORD COUNT: 6382

...TEXT: can access this information.

For example, the results of bids are a matter of public **record** . This provides **data** on competitive products, **pricing** , and so on. Customers often provide data on competitors' credit policies, labels, and lead times ...fierce, so it's crucial for Super Bakery to give its distributors an advantage. Packaging, **pricing** , timeliness of delivery, and no stockouts are all ways for distributors to differentiate their products...

...school. The government purchases food commodities--such as flour, butter, or fruit--to support farm **prices** . These foods are then distributed to a number of school systems throughout the country.

Some...of sales orders, speed of order entry, order fill rate, stock-outs, product quality, incorrect **pricing** , total order processing time, on-time delivery, short shipments, damaged shipments, incorrect billing, and cost ...

...and office and finance. These activity centers are further subdivided into various subcenters such as **sales** , accounting, **information** systems, order processing, transportation, and customer service.

Each activity center has its own profit and...real worth of each customer can be evaluated. Accurate costing is also important for realistic **pricing** . Many companies have no idea what it costs them to serve different customers.

Armed with...

...the United States. The company has overcome many of the initial challenges of motivating the **network** of independent **brokers** , coordinating **order** processing, manufacturing, achieving high product quality, and improving service. Sales are expected to exceed \$6...

...competing on price. Because of their low price bid business, reductions in operating costs and **prices** were critical. Super Bakery has lowered its operating costs as a percent of sales by...with the operating cycles of its partners: customers, contractors, and suppliers. Super Bakery leverages the **knowledge** and **information** from all its employees to manage these horizontal relationships.

Capturing Total Service Costs. Super Bakery...

6/3,K/34 (Item 34 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00768355 94-17747

Targeting the giant

Posner, Bruce G
Inc. v15n10 PP: 92-100 Oct 1993
ISSN: 0162-8968 JRNL CODE: INO
WORD COUNT: 4318

...ABSTRACT: gained a foothold in the market, Procter & Gamble offered \$2

off coupons, destroying Dryper's **pricing** edge. Drypers countered by allowing consumers to apply any coupon toward \$2 off Drypers. By...
...TEXT: boys and others for girls) is nothing less than bewildering, and, lately, the movement of **prices** has made the choices even more perplexing. At \$8.19, for instance, there are Procter...how could they sell against the likes of Procter & Gamble and Kimberly-Clark? Using industry **data** and the **record** of VMG, Pitassi and Klemp would present their case: just as they'd done in...

...then seemed endless. There was a facility to rent, a production line to design and **order**, a **broker network** to establish, and retail relationships to cultivate. All would have to be done on a...the evolving standards P&G and Kimberly-Clark set for baby dryness and comfort. The **pricing** goals were clearer: the partners wanted Drypers to be positioned at least \$1 a package...

...and around Texas) were worth \$2--and were instantly redeemable. Kimberly-Clark, meanwhile, discounted its **prices**. It was obvious, says Pitassi, that Drypers' doing nothing would lead to a quick and...wanted its business back.

The first salvo came in May 1992, when P&G lowered **prices** to retailers on both Pampers and Luvs by about 5%. Kimberly-Clark quickly got in step, matching the decrease. Then, last fall P&G went further, cutting **prices** by another 7%, and abandoned use of coupons in favor of more consistent everyday **prices**. This past May it slashed **prices** yet again--Pampers by 5%, Luvs by 16%. ...see Luvs at \$6.99, the same price as Drypers. In light of the massive **pricing** pressure, lots of people are speculating that Drypers' best days may be over.

Are they...

...crop up almost every day. Some retail experts speculate, for example, that the P&G **pricing** squeeze will backfire--and that whatever Luvs gains in the market may be at the...

...Atlanta. Others think it's a good bet that supermarket chains will start to drop **prices** on their private labels, even if it hurts their profits--thus giving Drypers new room...

...haven't figured out exactly what they'll do to strike back. They could cut **prices**, he says. Or boost advertising. Or go back to heavy use of coupons. Or they...

6/3,K/35 (Item 35 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00709587 93-58808

Global business drivers: Aligning information technology to global business strategy

Ives, Blake; Jarvenpaa, Sirkka L; Mason, Richard O
IBM Systems Journal v32n1 PP: 143-161 1993
ISSN: 0018-8670 JRNL CODE: ISY
WORD COUNT: 10952

...TEXT: from tangible products, or substitute knowledge for material, and then instantly transport the electronically represented **information** or **knowledge** throughout the world. Value can be added or an information-based product can be used...sought to physically align people so as to most efficiently attack the work. In an **information** -and **knowledge** -based economy, the rules are reversed. Information-based tasks can be moved to the worker...firm, is currently replacing its many incompatible, country-specific information technology solutions, customer files, and **order** information systems with one integrated worldwide information system

to support its **agent network** of 291 offices in 29 countries. Running on multiple IBM Application System/400* processors, the system supports a distributed database design. Sixty percent of the data (for example, route **pricing**) is stored concurrently in computers in each regional center. The remaining 40 percent of the...market and resold it to others, thus gaining a profit from disparities in Polaroid's **pricing** policy or its slowness to respond to currency fluctuations.

Many firms still find it difficult...3. MARKET MECHANISMS. The major functions are held together primarily by mechanisms such as transfer **prices** between business units rather than by the plans and controls typical in a hierarchical organization...council of the Institute of Management Sciences. His current areas of research include strategy and **information** systems, the **history** of **information** systems, and social and ethical implications of information systems.

6/3,K/36 (Item 36 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)

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00645111 92-60051

Quality Management Systems: Alternative Approaches to Integrating Quality Factors in Purchasing and Material Management Decision Making

Perkins, Charles A.; Perry, James H., Jr.

Production & Inventory Management Journal v33n3 PP: 58-62 Third Quarter 1992

ISSN: 0897-8336 JRNL CODE: PIM

WORD COUNT: 3218

...ABSTRACT: achieve a commitment to quality purchasing. While RABBIT collected a great deal of quality and **purchase information**, it was neither integrated nor retrievable in a form permitting timely use. RABBIT chose to...

...in a systematic fashion. Forming a team of quality and purchasing professionals, it examined existing **purchase** and quality **data** structure with a goal of incorporating information from all parts of the quality information cycle...

...TEXT: of their product.

RABBITS FAST START

While RABBIT collected a great deal of quality and **purchase information**, it was neither integrated nor retrievable in a form permitting timely use. The traditional organizational...

...done by RABBIT's quality personnel, a bid evaluation criteria was established to adjust bid **prices** to reflect the results. Firms understood the criteria used in evaluating their quality system and...

...in a systematic fashion. Forming a team of quality and purchasing professionals, it examined existing **purchase** and quality **data** structure with a goal of incorporating information from all parts of the quality information cycle...

...with the commitment to make the information available on a real-time computer work station **network** with common applications to quality, production, and **purchasing**. The **purchasing agent** would have both the past **purchase history** and quality **information** displayed. The goal of the system was the development of bid factors which could be used to adjust a vendor's price based on past **purchase information** and quality performance. In viewing past performance, a system of weights was developed which progressively...and trade-offs encountered by firms as they work to define, measure, and apply quality **information** to their **purchase** decision making.

DEFINING QUALITY

Up to this point, quality has been referred to as something...

...than a week early or late. Delivery information was readily available and coded into the **purchase data** file maintained on a small personal computer network. Use of nonconforming material in the manufacturing...

...this purchase. Suppliers were rated based upon their performance in these two dimensions. Future bid **prices** were adjusted to reflect 24-month past performance.

SMALL, using a very unsophisticated quality data...

...cell chart provides a useful way of looking at the availability and use of quality **information** in **purchase** decisions. Firms can be found in one of four quadrants, displayed in Figure 1.(Figure...

...axis represents the extent of quality information being collected by a firm's quality and **purchase information** system. This can range from simple receipt information through serial number tracking of individual components **prices** focusing attention on quality and demonstrating a commitment to improve supplier performance.

The lower right...

...of the impediments is the lack an integrated system which is used to adjust bid **prices** ; TURTLE moved to this quadrant. Practically, it must be based on a decision-support system...

6/3,K/37 (Item 37 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00601515 92-16688
Buyer's Guide: Automatic Call Distributors and MIS - Putting the Calls Through
LaBelle Thomas; Fermazin, Tom
Network World v9n8 PP: 31-33, 41-42, 45 Feb 24, 1992
ISSN: 0887-7661 JRNL CODE: NWW
WORD COUNT: 2784

...TEXT: Galaxy series of ACDs can be found in user sites with as few as 50 **agents** to some of the largest call centers in the country, such as the Home **Shopping Network** , which has more than 2,000 **agents** .

Rockwell isn't the only big player in the stand-alone ACD market. Since its ...a maximum of 1,776 ports. Multiple systems can be networked for even larger configurations. **Pricing** depends on configuration.

ADDRESSING THE BIG FOUR

With so many products to choose from, users...a mix of reports such as historical usage, and forecast future ACD usage based on **historical data**

MIS packages at the very least enable users to manually enter management data pulled off...

6/3,K/38 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

07979890 Supplier Number: 55367431 (USE FORMAT 7 FOR FULLTEXT)

Online supply-chain management yields significant cost savings. (economic benefits of electronic commerce)

Johnson, Mark; Malicky, Mike

Electric Light & Power, v77, n7, p27(2)

July, 1999

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Trade

Word Count: 1331

... chance to more fully analyze the company's purchase activities, since TPN supports downloading of **historical information** into a Microsoft Excel-based bid analysis tool.

Figure 1. Benefits of online supply chain...

...the items being purchased.

PG&E is moving toward giving employees direct access to an **online** catalog of products supplied by vendors that have been pre-approved by PG&E **purchasing agents**. Ultimately, employees will be able to go to the **Web** site, select an item, **order** it and track its delivery status.

Chrysler and IBM

Chrysler Corp. faces a monumental task...the configurable workflow process;

- * permit buyers to determine the range of inventory and approve product **pricing** ;

- * allow buyers access to real-time order status and material-availability data; and

- * integrate seamlessly...

6/3,K/39 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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07352780 Supplier Number: 57898649 (USE FORMAT 7 FOR FULLTEXT)

BRAVE NEW WEB SITES.

Seckler, Valerie

WWD, p5

Nov 22, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 994

... making purchases online, while making it easier and quicker for them to find the best **prices** on the goods and services they are seeking.

Haller delivered his prescription for sparking the...

...Despite the need he perceives to implement new strategies online, Haller pointed out that value **pricing** remains an important issue for cybershoppers. The stakes for e-tailers have been raised by the proliferation of intelligent **shopping - agent** sites, such as MySimon.com, that prowl the **Web** for the lowest price offered on a product. Users search for items by selecting a...

...launched in mid-October, is trying to make its merchandise more appealing -- and easier to **purchase** -- by offering **information** about size, fabric content and care, and fit comparisons with other items.

"Until just this...

6/3,K/40 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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07055000 Supplier Number: 58488896 (USE FORMAT 7 FOR FULLTEXT)

(2) Internet at work.

Doke, DeeDee

Flight International, p59

May 12, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 2264

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...Spares Ordering Nonstop Inventory Control System). DiMarco says SONIC lists over 4 million part number **records**, which include **information** such as **pricing**, what older part numbers they may have replaced, supplier source and lead times. "Over...

...is password and personal identification number (PIN) protected, permits our customers to query new parts **prices** and availability - by typing in the part number from the Pratt & Whitney parts catalogue...price information, and allow the user to request and receive a price quote." While **pricing** information will be displayed on the web site only for "high volume expendables,"...

...inventory, and password protected. "By the end of this year, we hope to provide **prices**, technical data, and on-line ordering capability, as well as parts order tracking," says...

... web site provides users with a database containing information about new and used parts, inventories, **prices**, lead time information and repair capabilities. But by the end of this year, the web...

...says. Ballance says the SPEC 2000 database system incorporates sophisticated security features that protect sensitive **pricing** and lead time information. In addition to data encryption, passwords and access codes, the system...

...purchasers, the demand is toward a single web site, especially at a time when supplier **web** sites are proliferating," says Ballance. "If an airline **purchasing agent** is looking for a particular part, the use of the SPEC 2000 site means no longer having to contact each manufacturer directly to find out about availability and **prices**, or to go through numerous parts catalogues or web sites manually. All of this will...

6/3,K/41 (Item 4 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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07054475 Supplier Number: 58448905 (USE FORMAT 7 FOR FULLTEXT)

THE e FILES.

Truelove, Christiane

Med Ad News, v18, n10, p33

Oct, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 5411

... system, Roche Palo Alto researchers, scientists, and lab technicians are able to search for, compare **prices** of, and purchase scientific supplies in Chemdex's on-line marketplace via Roche Palo Alto... capabilities.

Chemdex is a privately held company in Palo Alto, Calif., that provides scientists and **purchasing agents** with a single **Web** marketplace to find and **purchase** supplies. The company has contracts to offer more than 400,000 products from more than...

...located in Oxford, United Kingdom.

* IMS Health Inc. has made available on-demand global pharmaceutical **sales information** through its Website. Key tables from IMS Heath's industry publication, Pharmaceutical World Review, can...

...countries. The company's services include market research for over-the-counter and prescription products, **sales** -management **information** to optimize salesforce productivity, and technology systems and information services for managed-care organizations.
ACCESS...

6/3,K/42 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06806766 Supplier Number: 57560731 (USE FORMAT 7 FOR FULLTEXT)
Ceres Group Reports Third Quarter Net Income of \$2.7 Million, Continuing Implementation of Turnaround Plan.
PR Newswire, p4547
Nov 15, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 3225

... third quarter of 1998," Nauert said. "In addition, our product development efforts have focused on **pricing** models which should yield higher profit margin results for the Company in the future.
"Ceres...

...worksite marketing programs," Nauert said.

Ceres Group has implemented a number of programs to utilize **Internet** technology for both direct **on - line** and **agent** -assisted **on - line** sales of insurance products. HealthAxis.com provides direct **on - line purchase** of Provident American's individual major medical product, and there has been a substantial increase...from the acquisition of Pyramid Life Insurance Company. Forward-looking statements are statements other than **historical information** or statements of current condition. In light of the risks and uncertainties inherent in all...

6/3,K/43 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06806635 Supplier Number: 57559428 (USE FORMAT 7 FOR FULLTEXT)
Snap.com and XOOM.com Launch 'Snap Shopping,' a One-Stop Place to Find Products, Compare Prices and Buy Virtually Anything on the Web This Holiday Season.
PR Newswire, p4351
Nov 15, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1202

...com and XOOM.com Launch 'Snap Shopping,' a One-Stop Place to Find Products, Compare Prices and Buy Virtually Anything on the Web This Holiday Season.

... com, Inc. (Nasdaq: XMCM) announced today a strategic e-commerce initiative under the brand 'Snap **Shopping**' ([http:// shopping .snap.com](http://shopping.snap.com)), for the holiday season and beyond. The Snap **Shopping** service **brokers** consumer transactions, serving as an infomediary between **online** shoppers and merchants, allowing consumers to easily and quickly read reviews, compare **prices** and shop online for the products they want at the best **prices** on the Web.

(Photo: <http://www.newscom.com/cgi-bin/prnh/19990713/SNAPLOGO>)
Snap Shopping...

...com's LiquidMarket division to mine the entire World Wide Web for relevant products and **prices** in an assortment of categories, including:

Ginger R. DeMille

toys, electronics, computer hardware and software, gifts, sporting goods...

...make purchases from any of over 50 Internet retailers, without having to re-enter their **information** with each **purchase**. Additionally, My Wallet allows consumers to create and manage merchant accounts as necessary.

In a...

6/3,K/44 (Item 7 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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06802303 Supplier Number: 57160863 (USE FORMAT 7 FOR FULLTEXT)

Surpassing Lane. (Progressive Group) (Statistical Data Included) (Company Profile)

Goch, Lynna

Best's Review - Property-Casualty Insurance Edition, v100, n6, p58

Oct, 1999

Language: English Record Type: Fulltext

Article Type: Statistical Data Included; Company Profile

Document Type: Magazine/Journal; Trade

Word Count: 5854

... state and community managers run the business in their states, managing the claims, distribution, advertising, **pricing**, product development, regulation and community relations. The communities are carved out of states based on...

...member of the policy team. The policy team includes two CEOs, four distribution leaders, chief **pricing** /product officer, chief claims officer, chief human resources officer and chief communications officer.

In January...

...strategies to gain market share and we're accomplishing it," Lewis said. His arsenal: competitive **pricing**, using multiple distribution channels, offering round-the-clock service, focusing on resolving claims quickly and ...Executive Officer Peter Lewis. Its fastest-growing distribution channel is its toll-free telephone center. **Online**, consumers can shop in 47 states and **purchase** insurance in 23 states.

Asked if there is a conflict between **agents** and **online** sales, the standard answer is that consumers want to buy insurance in different ways and...

...other factors before submitting the application to Progressive. This process should result in better-focused **pricing**. Progressive must be a primary carrier in the agency and the agency must comply with...laptop, he returns to his vehicle.

Using an estimating system that is updated monthly with **prices** and models, Krueger enters the vehicle identification number, which decodes the model type and gets...

...state and community managers run the business in their states, managing the claims, distribution, advertising, **pricing**, product development, regulation and community relations. The communities are carved out of states based on...

...member of the policy team. The policy team includes two CEOs, four distribution leaders, chief **pricing** /product officer, chief claims officer, chief human resources officer and chief communications officer.

Ohio has...general managers also oversee relationships with 3,000 independent agents in Ohio and 11 district **sales** managers. The **information** from the local-agent level assumes a food-chain movement up to the general-manager...

6/3,K/45 (Item 8 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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06687387 Supplier Number: 55942661 (USE FORMAT 7 FOR FULLTEXT)
eShopper Resources for Web Buying. (overview of online commerce sites) (Buyers Guide)

Savetz, Kevin; Gardiner, Peace
Computer Shopper, v19, n11, p150
Nov, 1999

Language: English Record Type: Fulltext
Article Type: Buyers Guide
Document Type: Magazine/Journal; General Trade
Word Count: 6783

... wide range of systems and components, and specializes in motherboards.

Features - custom-configured systems - volume **pricing** - international orders - online order tracking
Access Micro www.accessmicro.com
With 45,000 items ranging...

...considering, and it will display side-by-side comparisons of them, including their photos, specs, **prices**, and warranties.

Features - in-stock items are clearly marked - list of available rebates - business leasing...

...PCs, computer furniture, and a wide variety of peripherals and accessories. Every item has two **prices**: a regular price and a member price.

CNET Shopper www.shopper.com

CNET Shopper, a computer product and **pricing** search engine, takes the guesswork out of finding a deal on hardware, software, and accessories
...

...that sell the item along with its cost at each store. The site tracks the **prices** of more than 100,000 products.

Features - locates the best price among 100 online stores...

...store

Caveat - hits are initially sorted with "sponsors" first, must re-sort to see lowest **prices** first

CompUSA Online www.compusanet.com

If you happen to live out of range of...overstocks, refurbished equipment, and liquidation items from other retailers, then sells them at bargain-basement **prices**. The inventory includes CPUs, motherboards, memory, video cards, and printers. You can also find complete...

...wide array of system accessories and custom-built cables.

Damark www.damark.com

Offers low **prices** on brand-new and discontinued computer systems from AST, E-Machines, IBM, and other manufacturers...which will be built and shipped in two business days.

Features - auction merchandise available - shipping **prices** conveniently located - extensive technical details available

MegaDepot www.megadepot.com

This site offers a wide...

...a 15 percent restocking fee

Memory for Less www.memory4less.com

This site offers low **prices** on a wide variety of RAM, including older, hard-to-find types. If you don't...parts, and TechShopper may give you the knowledge you need. The site offers reviews, specifications, **prices**, comparisons, and ratings for thousands of computer products. These details can help you find the...

...a wide range of software: everything from Microsoft applications to children's titles.

Features - competitive **pricing** - 30-day performance guarantee - build your own custom system

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Caveat -15 percent restocking fee on...the Study of Services, a nonprofit consumer organization that helps consumers get the best possible **prices** for products and services.

Features - advice on how to shop for high-end items - information...

...independent comparison-shopping service that helps consumers decide where to buy online. The site aggregates **prices** from more than 480 Web merchants, auctions, and classified sites.

Feature - site can alert you...

...and other e-commerce categories.

Features - advice on how to get free stuff via the **Internet** - reviews of **shopping agents** - **buying** guides for long-distance telephone service, automobiles, and more

Federal Trade Commission www.ftc.gov...You can also buy subscriptions to bond newsletters, and buy software that will calculate the **prices** and yields of your bonds.

Features - daily bond-market commentary - daily **pricing** of U.S. Treasury securities - U.S. savings-bond calculator and FAQ

Charles Schwab www...filings, insider transaction filings, and customizable company watch lists.

Features - can search the SEC database - **historical data** dating back to 1994 - technical support via phone and e-mail

ETrade www.etrade.com...

...and lively discussion forums. Ino's MarketDepot area sells more than 400 financial books at **prices** it guarantees to be lower than Amazon.com's.

Features - options chains - classified ads - free...

...funds, and to locate important economic data that moves markets. For a fee, brokerage reports, **historical** stock-price **data**, baseline reports, and financial reports in spreadsheet format are available.

Features - investment chat - stock screener...

6/3,K/46 (Item 9 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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06601942 Supplier Number: 55619252 (USE FORMAT 7 FOR FULLTEXT)

iOwn.Com Provides Free Reports on Recent Home Sale Prices .

PR Newswire, p9149

August 31, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 624

(USE FORMAT 7 FOR FULLTEXT)

iOwn.Com Provides Free Reports on Recent Home Sale Prices .

TEXT:

...online, today launched HomeSales, a free online tool that provides access to recent home sale **prices** . With the addition of HomeSales, iOwn becomes the only online mortgage company to offer free, regularly updated **information** on home **sales** activity in neighborhoods specified by the consumer. HomeSales is the latest addition to the iOwn...

... 19990419/SFM035)

"HomeSales was designed to meet the strong consumer demand for free, current home **sales information** ." said Ned Hoyt, iOwn CEO and president. "HomeSales is a powerful tool for buyers and..."

...in sales activity in a desired location and for home owners interested in tracking home **prices** in their neighborhood. This tool also gives real estate agents an easy way to keep their clients informed on home **prices** with the ability to email recent **sales information** ."

Using HomeSales, consumers can view the sale price, date and address of homes sold within...

...specifying a price range and sale date. Included in the search results is aggregate home **sales data**, showing the number of sales in different price ranges. A map showing the location of...

...Home Valuation costs \$14.95 per report. HomeSales complements Home Valuation by providing actual sale **prices** at no cost to the consumer. In addition to these services, consumers can use tools...

...HomeSales tool provides an even more compelling reason for owners, buyers, sellers and real estate **agents** alike to visit the iOwn **website** for all home **buying** and financing needs," said Hoyt. "iOwn is truly a one-stop shop online with all...

6/3,K/47 (Item 10 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06481543 Supplier Number: 55130761 (USE FORMAT 7 FOR FULLTEXT)
Exploring Alternatives -- A Growing Number Of Sites Offer A Variety Of Services, Ranging From Online Auctions To Detailed Catalogs To Comparative Technical Data. (Internet/Web/Online Service Information)
Electronic Buyers' News, pNA
July 12, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 10634

... dynamic environment with features such as the ability to view sales history, track orders, negotiate **prices**, and offer interactive services.
A large part of the upgrade is the result of the...

...s move to replace its computer system with an enterprise-resource-planning system that brings **information** from **sales**, marketing, and logistics into a common platform and database.
Today, for example, updates are performed...

...site is a phase-one Web site in terms of online purchasing, which offers static **pricing** information," Binford said.

Inventory from all preferred vendors that has gone through a qualification process...

...devices and microprocessors based on their own part-numbering system.
They can track open-market **pricing** and availability for these types of products, Binford said.

AICE's RAMDEX provides current global open-market **pricing** information for DRAMs and CPUs.

Less than 5% of AICE's sales are generated from...

...from 66,000 suppliers in 104 countries. Content is updated daily to provide real-time **pricing** information for purchasers, who can search by product, supplier, or country.

Asian Sources' product-alert...

...site. This allows members to search for parts and contact the seller to negotiate the **purchase**. Contact **information** is provided for e-mail, telephone, or fax.

No transactions occur online, but there are...

...its products direct or from major distributors.

From the site, buyers can gather availability and **pricing** information for any of its products and follow hyperlinks into the order form of a...

...Phil Gibson, director of interactive marketing at National

Semiconductor, Santa Clara, Calif. All of the **pricing** and availability is updated nightly (at 1 a.m. PST), ...buying out of convenience because it's quick and easy."

The master selection guide provides **pricing**, packaging, production status, and lead time by part number for any part that National sells...

...to sidestep the frequently Byzantine legal issues involved in offloading branded products at fire-sale **prices**.

"One seller I spoke with said that it usually took more than a year to...

...will be made by credit card and via existing or new accounts by the distributors.

Pricing on the site is fixed, and all sales transactions will take place at the distributors...be up to the distributors to decide how often they will update their inventory and **pricing**, Mhatre believes distributors will initially update their information daily and eventually will do so more...

...time-to-market and time-to-volume, and reduces cost of acquisition and direct material **prices**.

The software allows OEMs to give each of their suppliers-including manufacturers, distributors, and contract...which then drop-ships the parts directly to the buyer. Distributors map their inventories and **prices** to the site every night.

Distributor Avnet Inc. this summer is offering live inventory data... and interfaces with customers' systems (EDI, X12, Web, eFAX, and e-mail). FASTXchange creates customized **Web** interfaces for each customer.

In exchange for acting as their **buying agent**, customers pay FASTXchange a fee per transaction. Fees are based on several factors, such as...

...complete transactions. The company loads in a customer's requirements, including preferred suppliers, contractual terms, **pricing**, delivery, and specifications. Once a match is identified, FASTXchange sends a purchase order electronically to...

...eContent solution from OnDisplay, a provider of e-commerce applications, FASTXchange can dynamically aggregate parts, **pricing**, and availability information for its database. About 55% of purchase requests now sent to the...Mectronic.com that will be launched within the next three months, will provide "first-column **pricing**," and allow customers to purchase directly from the site using a credit card or purchasing...

...modules directly through the site.

"Memory is unique in that it's a commodity, and **pricing** and margins for memory have been so slim," said Jody DeVere, managing business partner at...

...or fax an RFQ directly from the Web site. Most suppliers update their product and **pricing** information daily, DeVere added.

Also offered is an extensive cross-referencing system that allows users...components via the Internet, the Global Exchange's services stop short of the negotiation of **pricing** and terms, according to Bair.

The exchange set up a prototype of such a program...

...open bid. The open-bidding process works like a reverse auction in which all bid **prices** are shown, but the bidders are hidden from public view. The online company is not...requirements, and transact business online. While PartMiner is currently using a mining technology to gather **pricing** and availability from suppliers' sites on the Net, with the next version-to be launched...

...NT server, so you can install it almost anywhere. Then, when you want to update **pricing**, for example, you can have whoever's holding the data update it from ...might include complete specification sheets and technical data, cross-reference guides, obsolete-product information, and **pricing** information (today **pricing** is included at the supplier's

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discretion).

-H.L.M.

USBid Inc.

www.usbid.com...

...purchase microchips, offer excess inventory for sale, and find information on up-to-date market **prices**, lead times, technical support, and global news.

Launched in November 1998, Montreal-based VCE, a...

6/3,K/48 (Item 11 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)

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06472572 Supplier Number: 55077841 (USE FORMAT 7 FOR FULLTEXT)

Intelligent Agents: Java Enters The Fray. (IBM's Java Aglet technology for database searching) (View From The Bunker) (Company Business and Marketing) (Column)

Rist, Oliver

InternetWeek, p30

July 5, 1999

Language: English Record Type: Fulltext

Article Type: Column

Document Type: Newsletter; Trade

Word Count: 529

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...intelligent agents? Smart little "knowbots" scurrying around the Web, taking care of boring chores, locating **information**, and even **learning** about your living habits in order to better serve and protect? Yeah, right. ... Database access, for instance, is uniformly accomplished by accessing JDBC.

I'm not immediately expecting **agent** technology that will monitor the **Web** for the best **prices** on motorcycle parts, or **purchase** concert tickets even before I request them. But IBM's aglet, applet and **agent** smorgasbord is the first agent model I've seen that makes me believe such a ...

6/3,K/49 (Item 12 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)

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06462802 Supplier Number: 55350319 (USE FORMAT 7 FOR FULLTEXT)

Super-Powered Contact Management. (Company Business and Marketing)

Rafalaf, Andrew

Wall Street & Technology, pNA

June 1, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 2769

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...they're asking for? With a new client management system that targets real-time and **historical** market **data** to the defined needs of specific clients, WorldStreet Corp. is answering the call.

... broker business. Customers can download Track Data's free myTrack software from the firm's **Web** site (www.mytrack.com) in **order** to activate the service.

"We analyzed the e- **broker** market and came to the conclusion that it's a tremendous market place that is...

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...trade and continue to offer delayed data for free and real-time streaming data at **prices** that range from \$19.95 a month to \$95.00 a month for traders who...

6/3,K/50 (Item 13 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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06443574 Supplier Number: 55014274 (USE FORMAT 7 FOR FULLTEXT)

Auction Watchers Announces E-mail Notification and Bid History.

Business Wire, p1052

June 29, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 442

... on items they are looking for - from one central and objective resource. Designed as a **shopping agent** to provide tips, suggestions and insight for the **online** auction community, Auction Watchers enables consumers to comparison shop for items across multiple online auction...

...their specifications are up for bid."

Bid History

Bid history provides users with valuable price **history information**. Items matching search criteria are gathered together - and their past winning bid **prices** are tallied for average rates. The information is useful to compare **prices** amongst items and to put bid **prices** in perspective. In addition to bid history, consumers can also review bid times, bid **prices**, item numbers and descriptions, shipping costs and the status of each item in categorized tables...

6/3,K/51 (Item 14 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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06430608 Supplier Number: 54963052 (USE FORMAT 7 FOR FULLTEXT)

GreenTree.com Redefines Customer Service in Web Retailing; Provides Innovative Real-Time Customer Service Online with Acuity's WebCenter Suite.

Business Wire, p0066

June 23, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 731

... to allow customers to chat instantly with customer service agents online about merchandise, shipping and **pricing**. Customers can also send an email, which will be automatically routed to the appropriate GreenTree ...

...customers and directly guide their screen to the merchandise and information they want in the **online** store. **Agents** can also view the contents of a customer's **shopping** basket and help them fill out order forms, all while maintaining the integrity and security...

...service and support. Capabilities of WebCenter include automated email management; open integration points to customer **information**; **knowledge** management and telephony applications; a complete WebACD(TM) that provides robust customizable routing and queuing...

6/3,K/52 (Item 15 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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06412991 Supplier Number: 54887122 (USE FORMAT 7 FOR FULLTEXT)
Fame Powers Historical Information For SLK'S REDIPlus Routing and Execution System.
Business Wire, p1426
June 15, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 669

Fame Powers Historical Information For SLK'S REDIPlus Routing and Execution System.

... Fast, Easy-to-use Charting and Analysis
FAME Information Services, the pre-eminent provider of **historical information** solutions for financial, energy, corporate, and economic data analysis, announced today that it is providing **historical pricing information** for the charting and analysis capabilities of REDIPlus Routing and Execution System from Spear, Leeds...

...high-end order routing and execution to all major exchanges, SLK's REDIBook Electronic Communication **Network** (ECN), Selectnet, and Small **Order Execution Systems (SOES)** for NASD **broker /dealers**. REDIBook is SLK's proactive ECN that preferences all market makers and ECNs at...

...and an intuitive, easy-to-use interface, with real-time positions and mark-to-market **pricing**. For institutional investors and hedge fund managers, this technology offers competitive commission rates and includes automatic average **pricing** and anonymity.

"REDIPlus was built for traders by traders," says a senior representative from the REDIPlus division. "With FAME software driving the **historical pricing information** in REDIPlus' charting and analysis features, traders can be assured fast, accurate information upon which...

...About FAME Information Services, Inc.

FAME Information Services, Inc. is the pre-eminent provider of **historical information** solutions for storing, analyzing, and publishing large volumes of time-oriented corporate, economic, and financial...

6/3,K/53 (Item 16 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06352461 Supplier Number: 54676249 (USE FORMAT 7 FOR FULLTEXT)
Bloomberg and ITG to Form 'SuperECN'.
Business Wire, p1072
May 20, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1016

... in Nasdaq and listed shares at the same time.

An "ECN" is an "electronic communications **network**," a regulated type of agency **broker** that facilitates continuous matching of customer buy and sell **orders** while providing those **orders** with direct electronic access to the national market system. A "crossing system" electronically matches buy...

...services, combining news, data and analysis for financial markets and businesses. Bloomberg provides real-time **pricing**, **historical pricing**, indicative **data**, analytics and electronic communications 24 hours a day through 115,000 systems used by 350...

...Bloomberg L.P.'s website is located at www.bloomberg.com.

In addition to the **historical information** contained in this release, there are "forward-looking statements", as that phrase is defined

by...

6/3,K/54 (Item 17 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

06350623 Supplier Number: 54670590 (USE FORMAT 7 FOR FULLTEXT)
Bloomberg and CLSA Join Forces to Form Global Tradebook.
PR Newswire, p3445
May 19, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1174

... services, combining news, data and analysis for financial markets and businesses. Bloomberg provides real-time **pricing**, **historical pricing**, indicative **data**, analytics and electronic communications 24 hours a day through 115,000 systems used by 350...

...is located at <http://www.bloomberg.com>.

(1) ECN - An "ECN" is an "electronic communications **network**," a regulated type of agency **broker** that continuously matches customer buy and sell **orders** while providing those **orders** with direct electronic access to the local market.

6/3,K/55 (Item 18 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06349461 Supplier Number: 54665775 (USE FORMAT 7 FOR FULLTEXT)
Internet at work.
Doke, DeeDee
Flight International, p59
May 12, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2243

... Spares Ordering Nonstop Inventory Control System). DiMarco says SONIC lists over 4 million part number **records**, which include **information** such as **pricing**, what older part numbers they may have replaced, supplier source and lead times.
"Over...

...is password and personal identification number [PIN] protected, permits our customers to query new parts **prices** and availability - by typing in the part number from the Pratt & Whitney parts catalogue...price information, and allow the user to request and receive a price quote." While **pricing** information will be displayed on the web site only for "high volume expendables,"...
...inventory, and password protected. "By the end of this year, we hope to provide **prices**, technical data, and on-line ordering capability, as well as parts order tracking," says...

...web site provides users with a database containing information about new and used parts, inventories, **prices**, lead time information and repair capabilities. But by the end of this year, the web...

...says.

Ballance says the SPEC 2000 database system incorporates sophisticated security features that protect sensitive **pricing** and lead

time information. In addition to data encryption, passwords and access codes, the system...purchasers, the demand is toward a single web site, especially at a time when supplier **web** sites are proliferating," says Ballance. "If an airline **purchasing agent** is looking for a particular part, the use of the SPEC 2000 site means no longer having to contact each manufacturer directly to find out about availability and **prices** , or to go through numerous parts catalogues or web sites manually. All of this will...

6/3,K/56 (Item 19 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

06340364 Supplier Number: 54636854 (USE FORMAT 7 FOR FULLTEXT)

Untangling the Web.

Hughes, Laura Q.
Travel Agent, v294, n12, p40(1)
April 26, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1743

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

Cruise suppliers are harnessing the Web to provide **information** , plus **sales** and booking tools

... generally does not refer potential cruise-buyers to suppliers' sites. "Once you give somebody a **Web** site, you're giving them the potential to go **shopping** ."

Agents say the most useful sections of **Web** sites are the details, including kids' programs, ship delays, cabin dimensions and itineraries. Some agents...

...page, viewers can click to view itinerary maps, deck plans, room photos, shore excursions with **prices** , discounts, information about life onboard and incentive travel. Consumers access a booking engine by clicking...

...background. Links let visitors view cabins, destinations, shore excursions, public areas, activities, gifts and cruise **prices** . **Online** forms let browsers **order** videos, locate an **agent** in their own zip code and plan a cruise. The current site lets consumers book...

...show" of ship images, offers links to millennium sailings, an international travel agent finder, "Simplicity **Pricing** " discounts, news, benefits, awards, ship photos and statistics, destinations and a "consultant" form that matches...Web site. An area called "WindWords" contains artwork, postcards, cover letters, a photo library, group **sales information** and fliers--all available for agents to download. Other areas of the Web site describe...

6/3,K/57 (Item 20 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06199277 Supplier Number: 54130667 (USE FORMAT 7 FOR FULLTEXT)

The Human Touch.(800 Travel Systems' Interactive Reservation Internet System)

O'Dowd, Sally
Travel Agent, v294, n4, p22(1)
March 1, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1898

... professionals.

"We believe, as demographics continue to change, that more people will look to the **Internet** to make their **purchasing** decisions, including travel," Mastrini says. "Keeping an **agent** involved in the transaction allows us to provide the value-added service to our customers..."

...to accept the fare. All itineraries are saved so that travelers can look over past **records**. The same **information** is used by 800 Travel to develop priority queuing, so that customers who tend to...the Web to make sales by, for example, showing a variety of ships at different **prices**, Mastrini says. He ultimately wants to create a one-stop-shopping travel center, with weather...

6/3,K/58 (Item 21 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05922752 Supplier Number: 53158387 (USE FORMAT 7 FOR FULLTEXT)

**TECH COMMERCE SITES ENJOY BOOM IN ONLINE SALES: DELL, CISCO ANDZIFF-DAVIS
TAP INTO MONEY-MAKING POTENTIAL OF WEB.**

Johnson, Bradley

Advertising Age, pS24(1)

Oct 26, 1998

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 1516

... say, Boeing Co., a line manager could order a PC from Dell and have the **purchase information** automatically transmitted to accounts payable, the computer department and other relevant offices inside Boeing.
Dell...

...Cisco gets is invaluable, and it is a competitive advantage."

Cisco works to promote the **Web** to **purchasing agents** and financial managers who do much of the **buying**. When necessary, it partners with **Internet** service providers to get such customers onto the **Web**. To encourage Web sales, Cisco offers frequent flyer miles to customers that increase their ...huge mall," with links to online merchants.

The site rejects the click-through, per-impression **pricing** common on the Web in favor of a model drawn from print, charging set fees...

6/3,K/59 (Item 22 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05905096 Supplier Number: 53121499 (USE FORMAT 7 FOR FULLTEXT)

**New Electronic Catalog Warehouse Web Site Offers One-Stop Shopping For
In-Stock Computer Products to Purchasing Agents , End Users.**

PR Newswire, p8968

Oct 26, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 184

(USE FORMAT 7 FOR FULLTEXT)

**New Electronic Catalog Warehouse Web Site Offers One-Stop Shopping For
In-Stock Computer Products to Purchasing Agents , End Users.**

TEXT:

LIVONIA, Mich., Oct. 26 /PRNewswire/ -- A new site on the **Internet** 's World Wide **Web**, Electronic Catalog Warehouse (ECW), is offering user-friendly one- stop **shopping** for in-stock personal computer products to corporate **purchasing agents** and end-users.

... all U.S. orders.

ECW's easy-to-use site also offers every-day wholesale **prices**,

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weekly specials, and secure online ordering with Visa, Mastercard and American Express credit cards. ECW updates the site daily with the latest **pricing** and product information.

"ECW is the ideal way for purchasing agents at Fortune 1000 corporations to order computer products," says Vranae L. Pavlich, ECW's vice president of **sales**. For further **information**, contact her at Electronic Catalog Warehouse, 32437 Schoolcraft Road, Livonia, Michigan, 48150. Phone: 734-513...

6/3,K/60 (Item 23 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

05421186 Supplier Number: 48222967 (USE FORMAT 7 FOR FULLTEXT)
PC Quote's Flagship Internet Product to Offer Dow Jones, Market Guide and Browser Capabilities
PR Newswire, p0112CGM021
Jan 12, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 894

... best real-time data, news, corporate analysis, and the ability to seamlessly trade with any **broker's Web order** execution system, individual investors now have a true **online** trading system with PC Quote 6.0 on the Internet."

PC Quote 6.0 already...

...streaming tic-by-tic quote system which offers all North American quotes, charting, technical analytics, **historical data**, and news, was the first professional real-time quote system to migrate from LAN trading ...

...10,000 publicly traded U.S. and foreign companies. The database contains detailed current and **historical** financial **information**, descriptive information about the company's business, capital structure, short interest **information**, **historical** stock **prices** and over five hundred financial ratios. Market Guide markets its database directly through its Market...

6/3,K/61 (Item 24 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

05321169 Supplier Number: 48099977 (USE FORMAT 7 FOR FULLTEXT)
Connectors (PART TWO)
Electronic Buyers' News, pE29
Nov 3, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2704

... has opened facilities in Malaysia and Hungary and expanded its plant in Monterey, Mexico.

Meanwhile, **prices** continue to be under pressure and will remain so as system **prices** continue to be driven down, Burton said. "Our philosophy is to drive our costs down...Viasystems. "We will be unique in our ability to service our customers throughout their global **network**. **Purchasing agents** continue to reduce their vendor bases. We would like to let them, as they enter...

...Cannon

Viasystems Group
Sources: Fleck Research, EBN

Note: This ranking was derived by EBN from **sales data** supplied by Fleck Research in 13 connector categories. The top eight North American suppliers were...

6/3,K/62 (Item 25 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05197346 Supplier Number: 47930270 (USE FORMAT 7 FOR FULLTEXT)
The new sales pitch
Roush, Matt
Crain's Detroit Business, p9
August 25, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1394

... in the 1950s.
There were tight geographic franchises, lots of small operations and few superstores. **Pricing** was a mystery to many buyers.
All that is changing:
An auto dealer in Idaho...

...Canton Township. They offer nearly new cars coming off two-year leases at rock-bottom **prices**, with no-pressure selling. They're owned by publicly traded companies, some of which also...

...a new-car dealership except to take delivery. Those buyers arranged their deals through the **Internet**, **brokers** or other **buying** services.
The **Internet** offers car buyers quick, accurate information on what cars actually cost dealers and reliable estimates...

...most misunderstood concept in auto retailing today,' Nickelsen said. 'It has nothing to do with **pricing** and everything to do with relationship-building.'

Local dealers agree, saying sales staffers who keep...Nickelsen said, pointing to hundreds of sites that offer detailed information about makes, models and **prices**.

One recent study found that the number of Web users interested in getting auto- **sales information** online rose from 5 million in 1995 to 13.2 million last year. Most use the Web for comparison shopping, model information, **pricing** and financing quotes. The study, published in Interactive Consumers, predicted that a quarter of U...

6/3,K/63 (Item 26 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

05060288 Supplier Number: 47427279 (USE FORMAT 7 FOR FULLTEXT)
Service Centers And Mills Find COMMON GROUND
Metal Center News, p54
June, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 3923

... been successful in servicing that customer.
Commerford: With regard to partnering, the mills need market **information** [**feedback**]. Right now, about 35% of mill shipments of copper flatrolled moves through the distribution chain...that helps drive the whole [one-stop shop] phenomenon.

Buzash: That's correct.

Pratt: As **on - line** services grow, there's been an increase in **on - line** selling and **buying**. [As a result,] many companies now have one

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purchasing agent buying five, eight, ten, or even 20 commodities, where in the past they may have had...

...MCN: Many people drew a correlation at the end of last year between falling copper **prices** and the Sumitomo/Hamanaka trading scandal. Assuming there was a relationship between the two, do...

...any short-term instability to be found, it is red metal speculation that will drive **pricing** volatility more than aggregate supply and demand functions.

Commerford: I have a graph that shows...

6/3,K/64 (Item 27 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04724696 Supplier Number: 46956078 (USE FORMAT 7 FOR FULLTEXT)

Cisco's \$1 Billion Web Site: Top internetworking supplier bursts into the E-commerce forefront, seeks 30 percent of revenue from online sales

CommunicationsWeek, p1

Dec 9, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1078

... total expenditures on Cisco gear. Cellular One was motivated by the up-to-the-minute **pricing**, quicker delivery and remote access to order status available from the site.

"We get immediate...

...and switch maker as the top revenue generator on the Web today. Market researcher International **Data** Corp. predicts **sales** on the Internet will reach \$5.4 billion in 1996, but no other single site...

...site, customers will have access to all of Cisco's internal business systems. Order placement, **pricing**, configuration and technical support are already available via the Web. The company plans to add...

...was quietly released as a beta test to key customers on July 31. It combines **pricing** and configuration tools with order processing.

Registration tools help manage electronic commerce on the customer...

...the request can automatically be sent to the next person in the purchasing chain for **pricing** or approval.

When a registered user places an order, the request also drops into the Oracle database. Within an hour, the customer can use a status **agent** application to check on the **order** and see when product is scheduled to ship. The **online** order is handled entirely electronically, and Cisco said 300 to 350 orders a week are...

6/3,K/65 (Item 28 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04713434 Supplier Number: 46939848 (USE FORMAT 7 FOR FULLTEXT)

Internet Settles Into New Distribution Roles

Electronic News (1991), pS10

Dec 2, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 2614

... ac.avnet.com and Hallmark Computer, at www.hallmark.com. All offer a variety of **data**, **sales** and service options.

The Internet is making waves in the electronics distribution industry

on both...

...www.wyle.com. At present, the company says that, while the site is active in **information** operations, no **sales** are being made on the Web.

Long known as an enthusiastic advocate of the Internet...year. It offers information about products and services, with an interactive information index for engineers, **purchasing agents**, VARs and others. More personnel are being added to the internal **Web** staff.

The home pages of Bell Industries at www.bellind.com have been converted from...

...presently made on the Web, Kent says it currently offers share information, downloads software, quotes **prices** and gives delivery information through its Web site.

Plans to set up a TTI Inc...

...it plans to add in the first quarter of 1997. In addition to stock status, **pricing** and the proposed order entry capability, Milgray is preparing an on-line version of its...

6/3,K/66 (Item 29 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

04550123 Supplier Number: 46687427 (USE FORMAT 7 FOR FULLTEXT)

Australia leads Internet Electronic Commerce trend by using World's First Virtual Marketplace System to Open Global Market for 1,500 of its Businesses

PR Newswire, p0905FLTH012

Sept 5, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 723

... is a way to exercise fiscal responsibility by quickly and easily obtaining the lowest possible **prices**.

Under a government initiative called "Innovate Australia," the Australian Government outlined programs to speed up...

...that meet price, features and availability requirements, the purchaser can complete the sale, establish an **on - line purchase order** and specify shipping instructions. However, if the **purchasing agent** could not find computers that meet the budget, the **order** can be listed on the system as part of a "real time" **on - line** bidding process where sellers then respond.

The "backoffice" Administrator module of the TRADE'ex Market Maker gives the user complete control over product **information**, **sales**, inventory, allows for on-line marketing and has full accounting and management reporting. The user...

6/3,K/67 (Item 30 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

04327518 Supplier Number: 46343683 (USE FORMAT 7 FOR FULLTEXT)

HOW THIRD-PARTY VENDORS ARE ADOPTING MICROSOFT EXCHANGE

Computer Telephony, p55

May, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 4293

... connection time, including dial in, log on and disconnect.

To give you an idea about **prices**, the Flex Plan is for customers whose subscribers each use less than 300 kilobytes per...1296-330011) just

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launched their VEDI/X EDI (Electronic Data Interchange) translator for Microsoft Exchange **Server**. It runs as a **server** mailbox **agent**. EDI is a message transfer technology that lets you send business **data** (**purchase orders**, invoices, manifests, etc.) in a computer-processable form.

EDI eliminates the re-keying of data...000 for another 25 users - \$16,000 for another 500 users. You can get 'enterprise **pricing**' for 1000+ users. www.fenestrae.com

Octel Communications (Milpitas, CA - 408-321-2000) put a...use standard boards like Brooktrout, GammaLink and PureData. Each server handles 24 fax ports. Street **pricing** on the fax server software is around \$1,000. Add between \$30 to \$45 for...

6/3,K/68 (Item 31 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04179215 Supplier Number: 46105554 (USE FORMAT 7 FOR FULLTEXT)
Brokerage firms offered access to Internet with NetBroker's introduction of Broker OnLine; Agreement with Ceres Securities launches electronic brokerage tool kit.

Business Wire, p01311113

Jan 31, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 679

... as a result, many time-consuming administrative functions such as confirmations and order processing, quotes, **order** status, holdings, balances and transactions can be automated.

For full-service brokerage firms, **Broker OnLine** can augment registered representatives by providing them with more advanced capabilities including **historical pricing information**, electronic confirmations, on-line applications and ready access to news, analysis and research reports.

NetBroker...

6/3,K/69 (Item 32 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

04056230 Supplier Number: 45901164 (USE FORMAT 7 FOR FULLTEXT)

NYSE Takes Trading into the 21st Century

Wall Street & Technology, p42

Nov 1, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 2662

... in those securities. They also are responsible for quoting and recording current bid and asked **prices** for their stocks and executing trades from floor brokers.

In an auction system, the specialist helps buyers and sellers conduct business with each other directly, at **prices** between the bid (the price at which someone is willing to buy the stock) and...

...technology, the exchange still is not addressing many of their concerns, namely greater transparency in **pricing** and order flow.

Harold S. Bradley, vice president and director of trading at Twentieth Century...

...exchange would have to have a two billion share day.

To enhance visibility of stock **prices** and to give floor personnel more information in the limited available space, the specialist posts...Yet to be implemented is the use of handheld computers running off a wireless

data **network** . Once installed, it will allow nearly 800 **brokers** to place immediate **orders** through personal digital assistants (PDAs), calculator-sized computers. They also will be able to seamlessly...walk up, they look at each other, they make a bargain, they write down or **record** the **information** without exchanging anything and then they go back upstairs."

Despite the competition from the electronic...

...technology should be transparent to the customer.

"We've undergone the most radical change in **pricing** and technology than any other market in history," he says. "Everything we do at the..."

6/3,K/70 (Item 33 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

04054976 Supplier Number: 45899479 (USE FORMAT 7 FOR FULLTEXT)
NYSE Trading into the 21st Century
Wall Street & Technology, p42
Nov, 1995
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2974

... in those securities. They also are responsible for quoting and recording current bid and asked **prices** for their stocks and executing trades from floor brokers.

In an auction system, the specialist helps buyers and sellers conduct business with each other directly, at **prices** between the bid (the price at which someone is willing to buy the stock) and...

...technology, the exchange still is not addressing many of their concerns, namely greater transparency in **pricing** and order flow.

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To enhance visibility of stock **prices** and to give floor personnel more information in the limited available space, the specialist posts...Yet to be implemented is the use of handheld computers running off a wireless data **network** . Once installed, it will allow nearly 800 **brokers** to place immediate **orders** through personal digital assistants (PDAs), calculator-sized computers. They also will be able to seamlessly...walk up, they look at each other, they make a bargain, they write down or **record** the **information** without exchanging anything and then they go back upstairs."

Despite the competition from the electronic...

...technology should be transparent to the customer.

"We've undergone the most radical change in **pricing** and technology than any other market in history," he says. "Everything we do at the..."

6/3,K/71 (Item 34 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

03108009 Supplier Number: 44236746 (USE FORMAT 7 FOR FULLTEXT)
Cellular Digital Packet Data: Look, No Wires
Network Computing, p78
Nov 15, 1993
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1978

... least to send and receive e-mail. LAN-oriented users want to access and update **server** -based files and use LAN applications. Field **agents** and sales reps want to enter **orders** and query master databases; calendar programs want to negotiate and synchronize meetings; vending machines want ...flash route changes to delivery trucks and cars on the road, send appointment and account **information** to **sales** and field reps, and give public transit users real-time updates on expected arrival times...

...from distant file servers and get up-to-the-minute quotes on inventory availability and **pricing** . The possibilities are endless and the opportunities for improving competitiveness, timeliness, productivity, quality of work...

6/3,K/72 (Item 35 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

02880498 Supplier Number: 43884195 (USE FORMAT 7 FOR FULLTEXT)

PAINWEBBER HITS HALFWAY MARK IN ROLLOUT OF RETAIL BRANCH NET

Wall Street Network News, v1, n24, pN/A

June 4, 1993

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1493

... at PaineWebber's Red Bank, N.J. branch.

Other areas that remain unsettled include the **pricing** of Quotron Systems Inc.'s market data. Under its existing contract, PaineWebber pays Quotron some...

...brokers, providing them with access to local branch- based and centralized information, including customer account **information** , securities settlement **records** , in addition to market data. The firm plans to complete installation of the broker workstations...

...late 1994. Internationally, the firm may use AT&T's new WorldSource service for virtual **network** services to support branches overseas (see related story, page nine).

Order -entry facilities, which will give each **broker** the ability to send **orders** directly for New York Stock Exchange and American Stock Exchange listed stocks through their workstation...

...supporting several hundred capital markets staff using Sun Microsystems Inc. SPARCstation workstations for real-time **pricing** , analytics and trade entry at the firm's capital markets division at 1285 Avenue of...for example, has saved the firm over 2,000 wires a week from branches needing **prices** for accounting purposes.

Thus far, the biggest problem for the operations staff has been the...

6/3,K/73 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

11788750 SUPPLIER NUMBER: 58565018 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Seasonal liquidity.

Biderman, Charles

Futures (Cedar Falls, Iowa), 28, 12, 40

Dec, 1999

ISSN: 0746-2468 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1994 LINE COUNT: 00204

... market. That means if you know where liquidity is headed, you will know where stock **prices** are headed. There are both seasonal and secular patterns to liquidity that can help investors...

...growing, particularly with big cap stocks that have huge option overhangs at much lower exercise **prices** than today. That could create a volatile market. However, most of corporate America appears ready to buy back its own shares and others whenever stock **prices** drop by 10%. This could create a two-tiered market next year.

Analyzing the data...is obvious is that the market will no longer be a one way street with **prices** going up each and every year.

Seasonal factors Having said all that, there are seasonal...

...80

Source: CommScan, Securities Data for Stock Buy Backs, Cash Takeovers and New Offerings.

#144 **sales data** from Thomson Firstcall. Insider selling includes extrapolated option **sales data**.

(*)Includes \$50 billion estimated flow to **online brokers** for direct **purchase** of stocks.

TOP 30

SUMMARY OF TOTALS FOR TOP 30 MARKET CAP COMPANIES (MILLIONS)

Avg...

6/3,K/74 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

11763288 SUPPLIER NUMBER: 57445132 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Why Cisco succeeded (and you may not). (Web Commerce) (the success of Cisco Systems' Web site)

Krapf, Eric

Business Communications Review, 27, 11, 47(3)

Nov, 1997

ISSN: 0162-3885 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1914 LINE COUNT: 00182

... in handling customer support, it was expanded to sales.

The system uses a set of " **agents** " that let customers input **orders** and problems directly into Cisco's **network** (see Table 1, p. 48). Chris Sinton says that the site doesn't simply "web...

...physical world process.

"In the physical world, the customer or sales partner is configuring and **pricing** and faxing," he explained. "We're checking it against the configuration engine and **pricing** database that we use internally, and then if there was an error, which I think...

...same configuration engine that we have? Why can't users have access to the same **pricing** database that we use? How can we give that to them? Well, you link it...

...that handle:

- * Order entry, confirmation and fulfillment.
- * Returns.
- * Shipping and freight.
- * Warehousing and inventory management.
- * **Pricing** , promotions, taxes and duties.
- * Payment cycles - accepting credit cards, digital cash and bank transfers.
- * Catalog...

...1 Cisco Web 'Agents'

Features

Audience

Invoice Agent

* Query feature allows users to view

* Controllers

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invoice information and print a copy of * Finance officers
submitted invoices * Accounts payable

Link to **Order Status Agent** allows users
to compare invoices with order status

Configuration Agent

Allows users to interactively configure * **Purchasing agents**
complex networking products and save * **Sales agents**
configurations for reuse and * **Network engineers**
distribution

Pricing Agent

Provides online access to Cisco's * **Purchasing agents**
complete price list, allowing users to * **Sales agents**
view or download; users can search for
products based on family, description,
or number

Order Status Agent

Provides access to current information * **Purchasing agents**
about **purchase orders** and allows users * **Sales agents**
to track **order** progress

* Enables users to monitor expected
shipment dates and generate complete
backlog status reports for...

...and provides
electronic proof of delivery with links
to FedEx, DHL, and UPS

Lead Time Agent

* Provides Cisco partners with current * **Purchasing agents**
lead time information for a variety of * **Sales agents**
Cisco products

Contract Status Agent

* Allows users to view service and * **Network administrators**
support coverage by contract number, * **Engineers**
purchase order
number, serial number, * **Contract administrators**
or sales **order** number

* Allows viewing of installation sites
and direct equipment linkage with **Order**
Status Agent

* Enables downloading of electronic
versions

Service Locator Agent

* Allows U.S. domestic customers to * **Network administrators**
check geographic service coverage * **Engineers**
availability, based on zip code

* Provides information that helps...

...response time for equipment covered by
Cisco Comprehensive Service

- * Provides locations of parts depots

Service **Order** Status **Agent**

- * Allows users to track the progress of service **orders** from their desktops
- * **Network** administrators
- * Engineers
- * Provides backlog status reports
- * Allows users to monitor expected ship dates...

6/3,K/75 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

11762482 SUPPLIER NUMBER: 57388929 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Suitability in securities transactions.

Lowenfels, Lewis D.; Bromberg, Alan R.
Business Lawyer, 54, 4, 1557

August, 1999

ISSN: 0007-6899 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 15938 LINE COUNT: 01563

... is not confined to recommendations, can create a dilemma for discount and "do-it-yourself **online** " **brokers** who customarily function as mere **order** takers and avoid making recommendations. The NYSE takes the position that "(e)xchange rules do...

...respect to each customer's investment objectives and financial situation; specific requirements to maintain detailed **records** of suitability **information** supplied by customers; specific requirements for approval by specially trained personnel with respect to the...situation and needs. Further, the trainee did not obtain for his customer the bonds' pricing **history** which was immediately available from an office computer. The history would have shown that the...

6/3,K/76 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

11755966 SUPPLIER NUMBER: 55854401 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Cashing In on E-commerce.

McCausland, Richard
Accounting Technology, 15, 8, 36
Sept, 1999

ISSN: 1068-6452 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 3218 LINE COUNT: 00265

... There is also the relatively more consumer-oriented Dynamics.Commerce, which utilizes inventory, customer, and **sales data** stored within Dynamics C/S+ to provide a cost-effective electronic storefront.

- * Macola Software, headquartered...

...is now included with Peachtree Accounting and Complete Accounting Release 7.0, with respective street **prices** of \$129 and \$229. PeachLink can create an online catalog that can support more than...400 a month. "Now they're down to a fraction of that."

"Competition is diving **prices** down," says Giles. **Pricing** for WebTrader is \$1,200 compiled (\$1,800 with source code). "That's at the... storefront automatically synchronizes with the financial system in real time. Additionally, strong inventory integration facilitates **pricing** changes, maintenance of item descriptions, and inventory control..

Web Commerce requires these three other Solomon...

...not bad for a new channel."

Cougar Mountain Software of Boise, Idaho, allows users to **order** software, training, and support contracts **online**. However, before processing occurs, a Cougar sales **agent** will phone to verify the **order** and arrange payment.

A primary reason for the return call is that "It gives us...

6/3,K/77 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

10898595 SUPPLIER NUMBER: 54195068 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Boldly going where no bank had gone before, First Chicago NBD took
brokerage on to the Net.**

Ransford, Terence J.

Journal of Retail Banking Services, 21, 1, 1(5)
Spring, 1999

ISSN: 0195-2064 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2901 LINE COUNT: 00233

... media, Internet and IVR, also provide the required anytime and
anywhere access.

We adopted a **pricing** policy similar to that at Schwab and ...
brokerage firm's retail sales force support was predictably tepid at the
onset of the **Internet** effort. Emotions ran the gamut from elation to fear
of account disintermediation. Few **brokers** promoted **Internet** or IVR
access to their customers, because **orders** entered using either electronic
channel removed the **brokers** ' commission split.

What wasn't initially evident to the brokers was the leverage created
by providing a self-service venue to customers. Clients could satisfy their
need for balance, position, **history**, and quote **information**
electronically, leaving time for brokers to focus on larger, more
complicated transactions that result in...

...have been added as well. We offer a full bond search capability,
governments with live **pricing**, corporates, municipals, and
mortgage-backed. News, research, and charting features have been enhanced.
We are...

6/3,K/78 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

10504039 SUPPLIER NUMBER: 21186693 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Boom time for electronic commerce - rhetoric or reality?

Foley, Paul; Sutton, David

Business Horizons, v41, n5, p21(10)

Sept-Oct, 1998

ISSN: 0007-6813 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 6545 LINE COUNT: 00556

... to a purchase decision.

Many firms use their Web sites to supply information on products,
prices, and after-sales service, thereby assisting Net users in making a
purchase decision. For instance...the Web. The key advantages of purchasing
via the Web are ease of contact, lower **prices**, easy ordering, and quality
of information. Security of financial transactions has been a major concern
...then, that some of the most popular electronic commerce sites are those
offering far lower **prices** than High Street competitors for standard
comparison items, such as CDs, videos, and books. The introduction of
"intelligent **agents**," which engage in comparison **shopping** between
Internet stores to find the best price for a particular (TABULAR DATA FOR

TABLE 3 OMITTED...

...that provide better services will retain customers and, hence, should be able to charge higher **prices**. Intelligent agents, however, have the potential to overturn this long-held belief by providing instant...

...electronic commerce undertaken via the Internet are even more difficult than those for Net connectivity. **Sales information** is sensitive, particularly for businesses that trade only via the Net. Any estimates for the...

6/3,K/79 (Item 7 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB

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10455237 SUPPLIER NUMBER: 21120633 (USE FORMAT 7 OR 9 FOR FULL TEXT)

IT Makes Commodities Hot -- Commodities Producers Are Relying On IT To Improve Service, Develop Loyalty-And Pump Up Profits. (Industry Trend or Event)

Caldwell, Bruce; Thyfault, Mary E.

InformationWeek, n699, p48(1)

Sept 7, 1998

ISSN: 8750-6874

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3327 LINE COUNT: 00267

TEXT:

...commodity" products are rare. So how are companies in these industries differentiating themselves without slashing **prices**? In many cases, they're tapping IT-to boost their brands, improve customer loyalty, and...

... are adaptive and responsive, then customer costs go down even if you don't lower **prices**." And companies must add value through services, such as inventory management.

No commodities companies rely...

...is also installing "corporate landing pads," sites that will let businesses with Creative contracts place **orders** at prenegotiated discount **prices**. And Creative **agents** will even be able to push appropriate **Web** pages to their customers. For instance, if a buyer is in the market for a ...

...page with details on the company's latest line of displays, complete with specs and **prices**.

Other commodities industries-such as utilities-are only now starting to feel the heat of competition because of deregulation. "With low **prices**, you earn the right to play the game," says Dan Yates, manager of PacifiCorp's...the company and its clients. To get the program started, a new billing system, customer **information** system, and **sales** prospect database were implemented over the summer.

One way in which PG&E Energy Services...

...services for managing electricity usage. The first phase, which was made available in July, provides **historical** power usage **data** to customers. The second phase, available later this year, will add weather data and facility...

6/3,K/80 (Item 8 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB

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10358474 SUPPLIER NUMBER: 20977765 (USE FORMAT 7 OR 9 FOR FULL TEXT)

E-Commerce Impact -- Companies are finding new ways for Web technology to expand their businesses. (Company Operations)

Adhikari, Richard

InformationWeek, n693, p77(1)

July 27, 1998

ISSN: 8750-6874

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 1684

LINE COUNT: 00139

... ability to search multiple suppliers' product lists and provide users with customized product lists and **pricing**. The product also provides administrators with reporting tools.

Managing sales over the Web ...says. Eventually, he'd like to develop a system for repeat customers that will let **sales** reps have **information** about the customers on their screens before they even pick up the phone.

Easier Research...

...from webMethods Inc. The toolkit wraps XML technology around HTML. Using the toolkit, webMethods created **Agent** Discovery, an automated procurement and **purchasing** application that can search multiple **Web** sites simultaneously and bring back photographs or other information such as data for Excel spreadsheets...

6/3,K/81 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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10154733 SUPPLIER NUMBER: 19423932 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Lists in space. (issues on list brokers' use of electronic data interchange)

Cyr, Diane

Catalog Age, v14, n3, p1(4)

March, 1997

ISSN: 0740-3119

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 3314

LINE COUNT: 00255

... To start, a list broker inputs an order for a list, citing selects, amounts, terms, **prices** and so on. The broker faxes the order to a list manager, who rekeys the...circulation manager calls up their Websites, checks the most recent counts, places an e-mail **order** and gets a confirmation within minutes. No **broker**, no hassle.

But list **shopping** on the **Internet** isn't as simple as it sounds. Consider the following:

1) That old bogeyman, standardization...

...still need brokers. "The real benefit of brokers is their knowledge of the marketplace, their **knowledge** of **data**," says Tom Burk, chief information officer at Millard Group. Computerization, he says, "is just a ...

6/3,K/82 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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09748827 SUPPLIER NUMBER: 19779483 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Is Web business good business? (includes related articles on electronic commerce) (Cover Story)

Hodges, Mark

Technology Review, v100, n6, p22(9)

August-Sep, 1997

DOCUMENT TYPE: Cover Story

ISSN: 0040-1692

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 5343

LINE COUNT: 00429

... of holidays and special occasions.

Online booksellers are also employing innovative ways to use free **information** to stimulate **sales**. Amazon.com devotes a Web page to each book that the cyberstore sells, and many...When they are ready to make purchases, the software provides a means of doing so **online**.

Intelligent- **agent** technology promises to offer an even more ambitious means of customizing **online shopping** . Now in its infancy, **agent** software allows business **Web** sites to ask participating customers questions or track their **buying** preferences and use this information to anticipate future needs. The **agent** for an **online** company can then send product announcements or news that consumers might find interesting. Eventually, individual shoppers may maintain their own intelligent **agents** that would continually scan the **Web** for information or carry out specific **shopping** assignments..

One early example of intelligent- **agent** technology at work can be found on The Firefly Network. New members fill in forms...password protection.

Proponents of this virtual currency believe that the ability to make micropayments at **prices** as low as fractions of pennies will stimulate the Internet economy. For example, consumers who...

...items easier, skeptics contend that any scheme that rewards the vendor adequately would require steeper **prices** , inhibiting the kind of frequent, casual use of Web sites that surfers now take for...

6/3,K/83 (Item 11 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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09372988 SUPPLIER NUMBER: 19233411 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The role of intelligent agent software in the future of direct response.

Hogsdon, Paul N.

Direct Marketing, v59, n9, p10(8)

Jan, 1997

ISSN: 0012-3188

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 5431

LINE COUNT: 00427

... format to which he is accustomed.

User Ability To Trust Intelligent Agents To Find And **Purchase**

The Giga **Information** Group study estimates that at least 25 percent of the then-current PC/workstation user...into their lives is estimated at sometime in 2003.

Another key milestone is security. The **Internet** already suffers enough abuse without computer consumers having to worry about their personal **purchasing agent** being somehow compromised. Security is a major problem, attracting a lot of attention. The Giga...For example, assume that a Webbie user has been using the Internet to track the **prices** of Jeep Cherokees over the past couple of weeks. Because the dealer is running Webbie...similar psychographic and demographic profiles, it is reasonable for users to begin banding together into **online purchasing** cooperatives.

It is probable that consumer oriented **agent** meeting places will also be linked quite thoroughly with product research services like Consumer Reports...

...will be demanding, as a group, a vastly superior purchasing package in terms of information, **pricing** , perks, and discounts.

From a cost standpoint, marketing companies need to begin making use of...

6/3,K/84 (Item 12 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09325122 SUPPLIER NUMBER: 19099522 (USE FORMAT 7 OR 9 FOR FULL TEXT)

How The Gap fills its gaps in logistics.

Mottley, Robert

American Shipper, v39, n1, p36(3)

Jan, 1997

Ginger R. DeMille

ISSN: 0160-225X LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2909 LINE COUNT: 00220

... does The Gap's flexible supply chain work? "The stores feed directly all of the **sales information** back to our computer system. Our planners review that, and contact our factories as to...

...trims, and produces the garment. The trick is to get specifications to India swiftly, by **Internet**," which links The Gap's 30 **buying agents** worldwide.

Margin Dollars. "Every trade lane has to be leveraged by the volumes we have...

...our margin," Leaphart said.

"That's what shareholders want. Margin dollars can also mean lower **prices** for product, which keeps customers around, too."

Leaphart said The Gap tries to leverage worldwide...

6/3,K/85 (Item 13 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09166974 SUPPLIER NUMBER: 18944389 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Internet settles into new distribution roles. (Distribution Trends 1997)

(Industry Trend or Event)

Guinther, Fred

Electronic News (1991), v42, n2145, pS10(4)

Dec 2, 1996

ISSN: 1061-6624 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2575 LINE COUNT: 00229

.... ac.avnet.com and Hallmark Computer, at www.hallmark.com. All offer a variety of **data**, **sales** and service options.

The Internet is making waves in the electronics distribution industry on both...

...www.wyle.com. At present, the company says that, while the site is active in **information** operations, no **sales** are being made on the Web.

Long known as an enthusiastic advocate of the Internet...year. It offers information about products and services, with an interactive information index for engineers, **purchasing agents**, VARs and others. More personnel are being added to the internal **Web** staff.

The home pages of Bell Industries at www.bellind.com have been converted from...

...presently made on the Web, Kent says it currently offers share information, downloads software, quotes **prices** and gives delivery information through its Web site.

Plans to set up a TTI Inc...

...it plans to add in the first quarter of 1997. In addition to stock status, **pricing** and the proposed order entry capability, Milgray is preparing an on-line version of its...

6/3,K/86 (Item 14 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09163946 SUPPLIER NUMBER: 18944166 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Cisco's \$1 billion Web site. (Cisco Systems) (includes related article on the absence of Java at Cisco's site) (Internet/Web/Online Service Information)

Frook, John Evan

CommunicationsWeek, n641, p1(2)

Dec 9, 1996

ISSN: 0746-8121

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1150

LINE COUNT: 00093

...ABSTRACT: be processing 30% of its business through the Web by that time. Market Researcher International **Data Corp** says **sales** on the Internet will total \$5.4 billion in 1996, but no other single site...
... total expenditures on Cisco gear. Cellular One was motivated by the up-to-the-minute **pricing**, quicker delivery and remote access to order status available from the site.

"We get immediate...

...and switch maker as the top revenue generator on the Web today. Market researcher International **Data Corp.** predicts **sales** on the Internet will reach \$5.4 billion in 1996, but no other single site...

...site, customers will have access to all of Cisco's internal business systems. Order placement, **pricing**, configuration and technical support are already available via the Web. The company plans to add...

...was quietly released as a beta test to key customers on July 31. It combines **pricing** and configuration tools with order processing.

Registration tools help manage electronic commerce on the customer...

...the request can automatically be sent to the next person in the purchasing chain for **pricing** or approval.

When a registered user places an order, the request also drops into the Oracle database. Within an hour, the customer can use a status **agent** application to check on the **order** and see when product is scheduled to ship. The **online** order is handled entirely electronically, and Cisco said 300 to 350 orders a week are...

6/3,K/87 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

08937625 SUPPLIER NUMBER: 18644319 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Rules of thumb. (mortgage scoring) (Cover Story)

Dezube, Dona

Mortgage Banking, v56, n11, p50(8)

August, 1996

DOCUMENT TYPE: Cover Story

ISSN: 0730-0212

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 5577

LINE COUNT: 00419

... loans they've originated or approved. Many system designers have gone to outside sources to **purchase** supplemental **data** bases. The point is, you have to know the characteristics of the portfolio from which... variables are in their system, others won't. Most everyone uses some form of credit **history information** to grade borrowers and standard property information such as LTVs. But, no one is likely...be giving the scoring system away because it's trying to get a shot at **buying** the loans from a **network of brokers**," he says.

* RULE 13: Be a thinker before you tinker. Some systems allow users to ...the type of loans you want to originate.

There's still one more option. For **prices** that start around \$50,000, companies such as Fair, Issac will help you build your...

6/3,K/88 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

08907683 SUPPLIER NUMBER: 18620850

New Intelligent Agent Tackles Internet Privacy Issues; Andersen Consulting

experiment examines how electronic merchants can better target customers in cyberspace.

Business Wire, p8271291

August 27, 1996

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 691 LINE COUNT: 00063

TEXT:

...agent that may help companies better understand and target their customers on the World Wide **Web**. The experiment, called LifestyleFinder, is the first intelligent **agent** of its kind to infer consumer interests and **buying** preferences without invading the privacy of **Internet** users. ... projects. Last year, Andersen Consulting released BargainFinder, an intelligent agent that allows users to compare **prices** among eight compact disc sources offered on the Internet. To date, 11,200 users have...

...variables from the publicly available Bureau of Census reports, as well as consumer behavior and **purchase data**.

Andersen Consulting is a \$4.22 billion global management and technology consulting organization whose mission...

6/3,K/89 (Item 17 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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08275769 SUPPLIER NUMBER: 17625056 (USE FORMAT 7 OR 9 FOR FULL TEXT)

NEW WORLD WIDE WEB SITE PROVIDES CONSUMERS WITH ACCESS TO HISTORICAL HOME PRICES AND MORE THAN 50,000 PROPERTY LISTINGS

PR Newswire, p1108LA021

Nov 8, 1995

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1083 LINE COUNT: 00115

NEW WORLD WIDE WEB SITE PROVIDES CONSUMERS WITH ACCESS TO HISTORICAL HOME PRICES AND MORE THAN 50,000 PROPERTY LISTINGS

... living.net) -- new World Wide Web sites that provide consumers with access to historical home **prices** and more than 50,000 property listings..

The initial property listings are provided by several...

...Service for members of the Association. California REALTORS can subscribe to the service at low **prices** to receive more elaborate listings on the California Living Network(TM), along with many other...

...that state.

-- Visitors to Living Network U.S.A.(TM) also can obtain historical sales **prices** for properties in 38 of the nation's 50 largest metropolitan areas. This service, which...

...5 per search, is provided by Cambridge, Mass.-based INPHO Inc. Consumers can search for **sales price information** for a specific address or range of addresses on a particular street.

This service is...Volume discounts also are available for real estate companies that wish to sign up several **agents** for the service.

Subscriptions can be **ordered** by contacting C.A.R.'s California Living **Network** (TM) at 213-739-8376.

The California Association of REALTORS is one of the largest...

6/3,K/90 (Item 18 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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07666318 SUPPLIER NUMBER: 16497059 (USE FORMAT 7 OR 9 FOR FULL TEXT)

State of the art billing systems. (includes related article)

Staples, Alan
Telephony, v228, n4, p48(4)
Jan 23, 1995
ISSN: 0040-2656 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 3494 LINE COUNT: 00291

TEXT:

...it's confirming the recognition of credits, sorting usage by account code or applying unique **pricing** .
... in the last decade was intensely price sensitive, with large flat rate discounting and cutthroat **pricing** deals to lure customers. Customers now understand that net effective cost per minute is a...

...margin - although market share "grabs" are still frequently highlighted by early losses due to aggressive **pricing** and discounting.

Technology also is a catalyst. The move to increasingly high-volume switching and...

...number of new problems. For instance, asynchronous transfer mode switching services are being sold, but **pricing** remains a mystery, with many carriers providing the service either at a fiat rate (that...

...in the carrier and customer organization. Cycle times must be shortened and then shortened again; **pricing** , discounting and promotions must target specific product elements with surgical precision; and every manner of...a primary product distributor and a reseller of related or bundled services. As a branding **agent** , the carrier may **purchase** some **network** functionality from wholesale carriers, provide access to third-party databases (charging royalty and license fees network **information** for unique **patterns** and trends, and customer-accessible tools for product ordering and management.

All these mechanisms require...

6/3,K/91 (Item 19 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06218820 SUPPLIER NUMBER: 13599695 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Hewlett-Packard wins the gold. (awarded the 1992 Medal of Professional Excellence by Purchasing magazine) (includes related article)

Raia, Ernest
Purchasing, v113, n4, p32(9)
Sept 24, 1992

ISSN: 0033-4448 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 6196 LINE COUNT: 00492

... HP. Buyers went back to school to learn about strategic cost management (AKA "zero base **pricing** ") and to sharpen their negotiating skills. As Richter sees it, a good purchasing team must...in addition to consolidating divisional forecasts:

- * Receives and maintains procurement specification data and related supplier **information** .

- * Updates **purchase** contract activity and any deviations from the sourcing plan.

- * Maintains performance information on suppliers.

- * Electronically...one or two buyers or procurement specialists to handle the purely business side of sourcing.

Pricing and availability are key issues in DRAMs, says Andy Winterbottom, procurement manager for DRAMs. "DRAM **prices** are different in every region of the world. Sometimes it's a juggling act, balancing price against the need to satisfy local content requirements."

"DRAM **prices** vary from region to region even if you buy them from the same supplier," adds Bowden. "Surprisingly, the best DRAM **prices** often can be found in Singapore, though no one makes DRAMs in that country."

The-latest **pricing** information is constantly being fed to the corporate team from HPs international procurement offices (IPOs) around the world. Every month the **prices** quoted on RFQs are fine-tuned. "DRAM **prices** are nearly always coming down," says Bowden. Purchasing also measures total DRAM capacity against market demand to see if **pricing** will continue to weaken. Each quarter, the group reviews its worldwide buying strategy. One thing...issues in HP's sourcing strategy. During the '80s, it worked at setting up a **network** of international procurement offices (IPOs) manned by local **agents** familiar with the customs of the region. Acting as the "eyes and ears" of **purchasing**, these **agents** provided the latest scoop on potential new sources. And unlike manufacturing reps, they work exclusively...long-range materials requirements planning.

There are also enormous pressures to reduce materials costs. Retail **prices** for ink-jet printers have fallen about 40% over the past four years, or to...more emphasis on administrative quality.

- * Responsiveness: More schedule flexibility.

- * Delivery: Shorter leadtimes.

- * Cost: Zero-base **pricing**.

The '90s also appear to be shaping up as the decade where environmental issues will...

6/3,K/92 (Item 20 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06216253 SUPPLIER NUMBER: 13618687 (USE FORMAT 7 OR 9 FOR FULL TEXT)

One order. One delivery. One invoice. (Nabisco Foods Group's consolidated order and delivery system)

U.S. Distribution Journal, v219, n10, p39(1)

Oct 15, 1992

ISSN: 0897-1315

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1171

LINE COUNT: 00097

... integrated into the systems within six months). In addition, the system supports a universal bracket **pricing** structure that consolidates the volumes of all Nabisco products ordered.

This approach is an outgrowth...

...service disruptions.

"A lot of cooperation and significant effort had to take place among our **information** systems people, **sales** management, manufacturing, marketing, finance, and logistics to bring it all together, and make it transparent...

...invoicing system and the advantage of grouping all Nabisco products purchased into one of five **pricing** brackets, based on quantity ordered.

"Now customers can purchase at a lower unit cost," Andraski said, adding, "no matter who the customer is--this is a generic **pricing** structure that fits Nabisco's fair and equitable **pricing** structure."

Andraski said the consolidated order and delivery system is also designed to cut down on invoice inaccuracies.

To that end, Nabisco has created an on-line system for its **brokers** that allows them to compare the customer's **purchase order** to the **order** in Nabisco's system.

"Every month a system-generated report card is provided to each **broker**. It tells them how well they did with the accuracy of their **orders**

--within the confines of what the **broker** controls," Andraski said. "We're now able to measure invoice accuracy, and we feel very..."

6/3,K/93 (Item 21 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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05586898 SUPPLIER NUMBER: 11916402 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Microstructure theory and the foreign exchange market. (includes related articles)

Flood, Mark D.

Federal Reserve Bank of St. Louis Review, v73, n6, p52(19)

Nov-Dec, 1991

ISSN: 0014-9187

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 12887

LINE COUNT: 01070

... institutional concerns, such as price information, the matching of buyers and sellers, and optimal dealer **pricing** policies. Despite the substantial literature on microstructure, little attention has been paid to the particular...

...name suggests, "make a market" in one or more currencies by providing bid and ask **prices** upon demand. A broker arranges trades by keeping a "book" of market-maker's limit... $p_{sub.t}/I_{sub.t-1}$]. In other words, the joint distribution over future **prices**, $f_{sub.m}(p_{sub.t})$, assessed by the monolithic market (or a representative agent...

...More fundamentally, positing a "true" distribution confuses the chain of causality; it presumes that future **prices** are drawn from some exogenous probability distribution and that investor behavior is concerned with accurately estimating that distribution.

In fact, investor behavior in the marketplace determines the distribution of future **prices**, not the other way around. This fact in no way depends on the ultimate basis...

...theory of efficient markets is ill-suited to the modeling of price discovery. In comparing observed **prices** to an imputed "true" distribution, studies of market efficiency ignore more immediate concerns - for example...

...fundamental lessons of the microstructure literature is that institutional differences can affect the efficiency of **pricing** and allocation.

As described above, the foreign exchange market combines two disparate auction structures for...are explained below.

Centralization

In a centralized market, "trades are carried out at publicly announced **prices** and all traders have access to the same trading opportunities." In a decentralized market, in contrast, "**prices** are quoted and transactions are concluded in private meetings among agents." (13) A New York...

...of brokers in the foreign exchange market violates this simple taxonomy, however. Each foreign exchange **broker** accumulates a subset of market-makers' limit **orders**. This **network** of "brokerage nodes" is as different from a fully centralized system as it is from...

...markets. In a Walrasian tatonnement model, for example, an auctioneer calls out a series of **prices** and receives buy and sell orders at each price. When a price is found for...

...earlier transactions satisfy some consumers and producers, causing shifts in supply and demand that affect **prices** for later transactions. As a result, the Pareto-efficiency characteristic of Walrasian equilibria does not...

...premium - for the ability to trade immediately. Similarly, periodic calls delay any information conveyed by **prices** until the time of the call, introducing price uncertainty in the period between the calls...

...that the allocational benefits of a call market system are a public good.

Communication of **Prices**

The terms "open-bid" and "limit-book" refer to ways in which price information is...fully centralized suggests that these systems do not represent a cost-minimizing arrangement.

Structure of **Prices**

The terms "double-auction" and "single-auction" refer to the nature of the **prices** quoted. In a double-auction market, certain participants provide **prices** on both sides of the market, that is, both bid and ask **prices**. Participants providing double-auction quotes upon demand are known as market-makers, and they must have sufficient capitalization to back up their quotes. In a single-auction market, **prices** are specified either to buy or to sell, but not both. In the foreign exchange market, market-makers provide double-auction **prices**, while brokers try to aggregate single-auction quotes into two-way (inside) spreads. A broker...

...respectively, a single-auction quote or none at all.

Thus, whether double or single-auction **prices** are quoted depends largely on whether the agent quoting **prices** is providing market-making services or simply attempting to acquire (or sell) the commodity. This...

...for a counterparty. Inversely, decentralization of price information leads to a tendency toward double-auction **prices**, again to facilitate the search for a counterparty. (23)

MODELLING TRADERS' BEHAVIOR

The microstructure literature...

...modeling. An almost universal simplification is to model securities markets in partial equilibrium, so that **prices** are not determined endogeneously in the traditional general equilibrium sense. This allows the modeler to...

...such forces as general equilibrium or recursive beliefs, models posit probability distributions that produce the **prices** of orders in the market. Modelers have included randomness at one or both of two levels, depending on their focus. First, order **prices** can be generated by objective distributions, that is, by stochastic processes exogenous to the market...

...process that generates the "true" equilibrium price. Second, probability models of participants' subjective beliefs about **prices** can be used. Conroy and Winkler, for example, attribute subjective normal price distributions to market-makers, who use Bayesian updating to learn about the **prices** of incoming limit orders. (26) Objective processes can coexist with subjective beliefs about those processes...

...assumptions are explicit; there, independence implies that any sequence of buy orders, regardless of their **prices** and quantities, has no effect on the subjective probability of a sell order at any...

...Cohen, Maier, Schwartz and Whitcomb (1981), for example, assume that actual market bid and ask **prices** are independent Poisson processes and give investors joint subjective distributions over those **prices**. For the latter distributions, probabilistic independence of bid and ask **prices** is not explicitly required. Black (1989) models quantities (independent of **prices**) of market orders. Quantities supplied and demanded are drawn from different distributions, but the distributions...

...not independent.

The most common alternative to separate purchase and sale processes is to model **prices** as some function of a single scalar process. This approach is in the spirit of...

...the stock to be exogenously determined by this information set and ask how the dealer **prices** relative to his "true price..."

This subjectivization of the **pricing** process is significant, because it allows for heterogeneous expectations and thus for more realistic modeling...

...identical. Furthermore, it is well known that "taking a view," that is, speculating on future **prices**, is routine for many participants. (32) To omit this heterogeneity from a model is to...too inexact in a microstructural context. One must often distinguish at a minimum between quoted **prices**, transaction **prices** and equilibrium **prices**. There are also reservation **prices**, market-clearing **prices** and closing **prices** (see Schwartz (1988), chapter 9, for the distinction between equilibrium and clearing **prices**). If unspecified here, the intended definition should be clear from the context. (25) The alternative...

...1983), p. 29, or Burnham (1991), p. 139. (33) See Burnham (1991), p. 136.

Bayesian Learning of Price Information

Conroy and Winkler (1981) developed a Bayesian model of market-maker price expectations, which is...

...orders are for a single round lot. Assume that the market-maker believes that reservation **prices** of buy orders, $[P_{sub.d}]$, are generated by a normal distribution, $[F_{sub.d}]([P_{sub.d}:\mu_{sub.d}], [\sigma_{sub.d}])$; reservation **prices** of sell orders, $[P_{sub.s}]$, are generated by a second, independent, normal distribution, $[F_{sub.s}]$.

...information. The market-maker is assumed to behave in a Bayesian fashion, using the observed **prices** on incoming limit orders to refine the parameters of his subjective distributions. For example, assume that the market-maker views purchase **prices** as coming from a normal distribution [Mathematical Expression Omitted] but is unsure about the mean...

...values for the mean, $[\mu_{sub.d}]$. Given this, the marginal subjective density over the **prices** of incoming limit orders, $[f_{sub.d}]([p_{sub.d}]) =$ [Mathematical Expression Omitted] is normal...

...which does not specify a price. They do not incorporate the impact of inventory on **pricing**, nor do they generalized beyond the unrealistic assumption of normally distributed **prices**. (2) This is depicted in the figure above, where price is on the horizontal axis...imperative of arbitrage avoidance must be regarded as the first priority in individual market-maker **pricing**, to which all other factors (e.g., purchasing power parity) must be subordinated.

Market-makers...

...to be a direct violation of the law of one price, since it assigns two **prices** to the same commodity. Several explanations have been offered to resolve this seeming inconsistency. They...

...a basis for profitable speculation. Another form of information that can be construed as inside **information** is **knowledge** of an arbitrage opportunity. Consider a hypothetical market in which there are numerous decentralized market-makers who do not quote spreads, but single **prices** at which they are willing both to buy and sell. Unless there were a perfect ...

...ask spread, in contrast, allows a market-maker to include an error tolerance in her **prices**, thus facilitating a price consensus: it is easier to get bid-ask spreads to overlap than to get scalar **prices** to coincide. The spread also provides the market-maker with some degree of protection from...1981) resolve this problem. They conclude that a market-maker, optimizing his bid and ask **prices** over time in the face of a stochastic order flow, will shift both bid and...

...discussion of the bid-ask spread has focused on models in which bid and ask **prices** are set by individual market-makers. The dual role of the stock exchange specialist suggests...

...Whitcomb (1979) note that inadequate attention has been given to the fact that not all **prices** are market-maker spreads. The market often makes

itself without specialist assistance, through the aggregation...exchange market and its participants. Market-makers are the crucial element: they provide all transaction **prices** in the market and are involved in at least one side of every deal. The microstructure literature has developed numerous models of the interpretation and setting of **prices** by traders. The diversity of expectations models used in the literature illustrates the importance of...

...the spread provides flexibility elsewhere. Just as arbitrage avoidance is concerned with accurately estimating current **prices**, speculation is concerned with estimating future **prices**. By changing in size and shifting up or down, the spread can control stochastically the...

...the specialist should maintain a continuous market with price continuity and close bid and asked **prices**, and minimize the effect of temporary disparity between public supply and demand." See Leffler and...a Dealership Market," Financial Analysts Journal (May/June 1982), pp. 50-59.

Haim Mendelson. "Asset **Pricing** and the Bid-Ask Spread," Journal of Financial Economics (December 1986), pp. 223-49.

"Liquidity and Asset **Prices** : Financial Management Implications," Financial Management (Spring 1988), pp. 5-15.

Bagehot, Walter. "The Only Game..."

...rates (i.e., process intensities), d and s , respectively, depend on the ask and bid **prices**, $[P.sub.a]$ and $[P.sub.b]$, that the market-maker quotes: $d = D([P...$

...respectively. Let $[d.sub.k]$ and $[s.sub.k]$ denote the order arrival rates when **prices** are set as functions of the inventory level: $[d.sub.k] = D([P.sub.a...k])$, which are depicted in the figure below. The market-maker controls inventory by adjusting **prices** up (down) to make an investor sale (purchase) more likely when inventory is low (high...

...Robert A. Schwartz, and David K. Whitcomb.

"The impact of designated market makers on security **prices**," Journal of Banking and Finance (November 1977), pp. 219-47. Cohen, Kalman J., Steven F...

...1987), pp. 479-490. Glosten, Lawrence R., and Paul R. Milgrom. "Bid, Ask and

Transaction **Prices** in a Specialist Market with Heterogeneously Informed Traders," Journal of Financial Economics (March 1985), pp...

...Market

under Competition," Journal of Finance (May 1980), pp. 259-68. R. Stoll.. "Optimal Dealer **Pricing** under Transactions

and

Return Uncertainty," Journal of Financial Economics (March 1981), pp. 47-73. Keynes...in the Foreign Exchange Markets," Working Paper, (1991). Reinganum, Marc R. "Market Microstructure and Asset

Pricing : An empirical investigation of NYSE and NASDAQ securities," Journal of Financial Economics (November/December 1990...

...Processes, (John Wiley &

Sons, 1983). Ross, Stephen A. "The Current Status of the Capital Asset

Pricing Model (CAPM)," Journal of Finance (June 1978), pp. 885-901. Ross, Stephen A. "The Interrelations...

...February 1972), pp. 79-93. Tinic, Seha M., and Richard R. West. "Competition and the

Pricing of Dealer Service in the Over-the-Counter Stock Market," Journal of Financial and Quantitative...

...DESCRIPTORS: Pricing --

6/3,K/94 (Item 22 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

04810060 SUPPLIER NUMBER: 08802290 (USE FORMAT 7 OR 9 FOR FULL TEXT)

An illuminating CEO-CIO alliance. (chief executive officer, chief information officer; includes related articles on tips for CEOs and CIOs and Lithonia Lighting's Light*Link) (company profile)

Winkler, Connie

Datamation, v36, n16, p79(3)

August 15, 1990

DOCUMENT TYPE: company profile ISSN: 1062-8363 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2695 LINE COUNT: 00216

...ABSTRACT: CIO). The fruit of their efforts is the company's Light*Link dial-up communications **network**. The system links Lithonia's independent **agents**, distributors, and contractors to the internal systems for **ordering**, manufacturing, inventory control, and distribution. Light*Link was developed during the late 1970s and early...

... s an explanation. Says McClung, "We're trying to formulate and evaluate alternative ways of **pricing** on a total product basis. We found it to put a good bit of the...

...with Lithonia's other five senior vice presidents, McClung commented about the company's inconsistent **pricing** over the years. "He wouldn't know that if the machine hadn't been in...

...that his staff loaded the IBM Personal System/2 model 55Z with 10 years of **historical data**.

Not that Darnell actually has spotted the CEO-president at the keyboard, but he has...

...the mid- 1980s.

The result of their efforts is Light*Link, the dial-up communications **network** that links Lithonia's independent **agents**, distributors and contractors to its internal systems for **order** entry, manufacturing, inventory control and distribution. Light*Link makes it easy to do business with...s latest IBM 3090-600, the company brought in an older IBM 3083-at bargain **prices**, adds Darnell.

Dos and Don'ts in the IS Two-Step

It takes two to...

6/3,K/95 (Item 23 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

04587019 SUPPLIER NUMBER: 09023995 (USE FORMAT 7 OR 9 FOR FULL TEXT)

A lifeline to the field. (Technology for the Times)

Milosevich, Margaret

Best's Review - Life-Health Insurance Edition, v91, n1, p81(4)

May, 1990

ISSN: 0005-9706 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 2219 LINE COUNT: 00178

... way to provide the field with information access. The system, which we named ASPIN (Agency **Sales** and Policyowner **Information** Network), can be tailored to fit various size offices with various levels of computer knowledge...

...Seven menu choices then appear: policy status inquiry; in-force ledger

Ginger R. DeMille

illustration; electronic mail; daily **pricing** information; agent/agency production and financing information; annuity information inquiry; and underwriting and policy issue...

...amount of time saved and/or spent by the home office.

For example, the daily **pricing** application was added to the network because **prices** change daily and agents need this information quickly. The application displays the daily **prices** for unit values of our Variable Adjustable Life product and the net asset values for MIMLIC investments (an asset management subsidiary of the insurer). Daily **pricing** saves field agents and the home office alike time and money.

Sometimes it becomes cost...

...company pays for the modem and telephone line for the dedicated offices, with the general **agents purchasing** the computer and software.

TIME ALLOTMENTS

Offices using the dedicated **network** can use the system for eight hours daily (the time the mainframe is up). These...system provides agents with the means for better servicing clients, prospecting, cross-selling, using the **record card information** and better managing their businesses.

Two home office staff units, one in the Agency Marketing...

6/3,K/96 (Item 24 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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04500908 SUPPLIER NUMBER: 08049130 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Third annual 1990 directory of human resources services, products and suppliers. (directory)

Personnel, v67, n1, p41(109)

Jan, 1990

DOCUMENT TYPE: directory ISSN: 0031-5702 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 105313 LINE COUNT: 10071

... gifts, premium incentives, and promotional items. Our reputation has been built upon dedicated service, competitive **pricing**, and discriminating products lines such as A.T. Cross, Hartmann, Orrefors, Lenox, Chelsea, Fuji, Longines...Williams, President
Gross Sales: 10 million
No. of Employees: 120
High quality belt buckles in **prices** from \$15 up.
Motivation '89--The 56th National Premium Incentive Show, 150 Burlington Ave., Clarendon...

...Patterson,

NJ 07503; 201-345-1008; 800-524-2148

Contact: Mr. William Barra, President

Gross **Sales** : \$16,000,000

No. of Employees: 120

O.E.M. of corporate business gifts, employee...business clothing, direct from

a Fortune 500 manufacturer, at 40% to 50% off comparable retail **prices**. For a catalog and additional information regarding our free program, call 404-653-1303

Steve...payments, develops and

analyzes manpower plans, and monitors

work backlog and quality. PEP consolidates

the **information** for supervisors and

executives and electronically distributes reports to

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multiple locations.
Dynamic Search Systems, 3800...S. Miller, President
No. of Employees: 3
Consulting in planning and implementation of
Human Resources **Information** Systems
(HRIS); requirements definition, software
evaluation, seminars, documentation for
mainframe and micro-based systems, senior...well as conducting
industry-specific
surveys utilizing the Equi-Comp system of job
measurement and **pricing**. Applied
psychological services are also offered including
individual assessment, validated testing,
succession planning, management
development...

...easy to use

HR management system for the Macintosh
or PC. ABRA tracks employees' personal
data, salary, job **history**, benefits, insurance,
dependents, and other important events.
Over 50 standard reports come with the
system...or turnkey systems.
Leo J. Mott, Chief Executive Officer
Gerald Forrester, Chief Financial Officer
Administrative **Data** Systems & Services, **Sales**
& Services, 7910 Ivanhoe Ave., Ste. 507,
La Jolla, CA 92037; 619-456-2805
Contact: Leon...

...1L3;

Canada, 416-629-4050
Contact: Michael O'Shea, President
ACL is a leader in **records** and **information**
management consulting. The company
assists clients worldwide in developing and
implementing efficient, cost-effective manual...including
complete benefits tracking and calculations.
Restricted versions are available for smaller
companies at discounted **prices**. The Bureau
of National Affairs is committed to excellent
customer service and long-term
relationships...Information Systems Inc.,
6133 Bristol Parkway, Culver City, CA
90230; 213-338-9025
Cincinnati Bell **Information** Systems Inc.,
851 Trafalgar Court, Maitland, FL
32751; 407-660-8400
Cincinnati Bell Information Systems...

...collection,

tracking, forms, notices, and reports required for
COBRA administration. The 89/Analyzer
facilitates the **data** collection requirements of
Section 89, has extensive plan testing and
report capability, including performing "what...and Macintosh,
features
a custom report writer and tracks personal,
job, EEO, compensation, and employment
history data. Modules include benefits, skills
and education, time off, position control,
applicant and requisition tracking, and...

...alone multiuser network or distributed processing
environment regardless of hardware and
operating systems. EMPIRE provides **information**,

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reports, and analysis on salary/wage administration, employee benefits, Erisa/401 (k), COBRA, time/attendance...data entry, data processing, report production, and report distribution. IRM also offers Database Administration Services,

Information Systems Consulting, and Contract Programming of customized Human Resources Information Systems.

Charles O'Banon, President...

...Manager

No. of Employees: 10

The Personnel Department[*] provides employee recordkeeping on 180 items of **information** on each employee and 60 standard reports. The reports offer capabilities for analyzing pay levels...President

No. of Employees: 9

Employee Management Plus has several levels of security and stores **data** on employee **history**, absenteeism, tardiness, disciplinary actions, benefits, job descriptions, wage reviews, EEO reports, etc. (\$299.95). COBRA...Product Manager

No. of Employees: 5

The ABRA 2000 system, a comprehensive database of personnel **information**, tracks job **history**, skill codes, EEO, attendance, COBRA billing, benefits, salary history, and applicants. It features a report...can also be handled.

Peter J. Cohen, President

Richard A. Daniels, Senior Vice-President

Personnel **Data** Systems, Meetinghouse

Business Ctr., 2240 Butler Ave., Plymouth

Meeting, PA 19462; 215-828-4294

Contact...salary administration, benefits administration, EEO/AAP, and standard, custom and ad hoc reporting; Section 89

data collection, extended/flexible benefits administration; applicant and requisition management; payroll interface; salary planning; stock plan...

...Survey Expert 5.0 (SSE 5.0) produces detailed reports and graphs analyzing salary survey **data** and features market and summary report comparisons by category. SSE 5.0 can be used...

...Town Ctr.

Lane, Ste. 280, Cupertino, CA 95014;
408-446-1170

Contact: Customer Service

Gross **Sales** : \$1.25 million

No. of Employees: 16

Historian manages long-term storage of employee training and development **history** and stores **information** about internal training programs, external seminars, job assignments, performance appraisal **information**, and other T&D data. Word processor and report writer included for standard and user...Boughs, President

IPMS - HUMAN RESOURCES is a comprehensive personnel management system comprised of personal demographic

information, service **records**, vacation scheduling and entitlement, salary administration, benefit administration, benefit claims control,

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dependent listings, skill and...family, and "Help Yourself to a Good Move,"

each sold in bulk quantities at discount **prices** . Other relocation-related material available.

Robert F. Greenwald, Associate Publisher,
Co-Owner

Pat Greenwald, Associate...10,000

Courtyard by Marriott is a lodging concept featuring superior guest accommodations at moderate **prices** . Courtyard has between 140-150 spacious rooms and suites, and appeals to the individual business...KS 67208; 800-733-BANK
Contact: Robert "Griff" Griffith, President
No. of Employees: 3

Buyer **broker** referral **network** for corporate transferees desiring representation in their home **purchase** . Buyer brokerage consultation for corporations.

Robert "Griff" Griffith, President

Dave Neal, Vice-President, Marketing
Centennial...

6/3,K/97 (Item 25 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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04107062 SUPPLIER NUMBER: 07882595 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Public record data delivered online. (U.S. Datalink)

Database Searcher, v5, n7, p22(1)

July-August, 1989

ISSN: 0891-6713

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 604

LINE COUNT: 00051

Public record data delivered online. (U.S. Datalink)

TEXT:

U.S. Datalink has established an **online** gateway to public- **record data** through a national **network** of commercial vendors. Regional suppliersinformation **brokers** , private detective agencies, etc.-receive **online orders** over the **network** for state- or countylevel public- **record data** on individuals and companies. The vendors gather the data, usually by tapping print sources in...
... potential users a year.

After four years, U.S. Datalink has a number of public- **record data** services available and continues to search for new services:

* Pre-employment reports use credit reports...

...license reports cover 49 states, the District of Columbia, Canada, and the United Kingdom with **prices** ranging from \$2.20 for California to \$7.40 for Michigan and usually with one...

6/3,K/98 (Item 26 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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02819764 SUPPLIER NUMBER: 04188260 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Between investor and computer. (critical appraisal of various financial software packages)

Shapiro, Michael

Financial World, v155, p30(6)

April 1, 1986

CODEN: FIWOA

ISSN: 0015-2064

LANGUAGE: ENGLISH

RECORD TYPE:

FULLTEXT

WORD COUNT: 3229 LINE COUNT: 00265

... of the game was mainframes. Now, the rage for personal computers, together with falling hardware **prices** and a flood of financial software packages, has placed powerful, electronic tools within reach of...

...keep track of their investments. A good portfolio package, properly used, can instantly report the **prices** and values of all holdings. Curiously, one of the most popular packages is the moderately...version, Market Analyzer Plus (\$249, plus data charges). This potent program enables investors to pull **pricing** and volume data from News/ Retrieval and to display it in charts that can be...

...Investor combines technical and fundamental analysis with a portfolio management module. It uses quotes and **historical data** from IDC's own data base, along with Value Line data for the fundamental analysis... services, both try to cater to financial players.

All three thus provide current and historical **pricing**, company statistics, earnings reports and must more. Dow Jones, which owns The Wall Street Journal...

...of personal financial management features.

On-line trading may offer investors convenience and speed and **brokers** a cost-effective way to handle **orders**. But most people still claim discomfort. It may be significant that some recent surveys indicate ...

6/3,K/99 (Item 1 from file: 275)

DIALOG(R) File 275:Gale Group Computer DB(TM)

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02216877 SUPPLIER NUMBER: 21115769 (USE FORMAT 7 OR 9 FOR FULL TEXT)

At Your Service?(electronic commerce agent technology) (Technology Information)

Indermaur, Kurt

DBMS, v11, n10, p31(1)

Sept, 1998

ISSN: 1041-5173

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3569 LINE COUNT: 00307

...ABSTRACT: contained in user profiles, such as ratings or preferences. Comparison shopping lets potential customers compare **prices** and features of products or services.

... more powerful hardware and software with the large and rapidly growing markets connected via the **Internet** makes it feasible to use buyer's **agents** for many other purchases.

Consider a good real estate **agent**. Before you even think about **buying** anything, this person will be at your side getting to know your personality, your idiosyncrasies...news feeds to categorize incoming data automatically.

Comparison-shopping technologies let potential buyers compare the **prices** and features of products from many different vendors in order to select the best combination...

...outside developers.

All three of the previously mentioned products scan Web sites for product and **pricing** information and then organize and display the results for searching and browsing on a Web...

...use to select a vendor to serve as more than a first estimate of product **prices** and selection.

As you can see from Table 2, the market for agent software tools...

...the tracking, reporting, and planning features of the software. Businesses similarly hold vast amounts of **purchase data** in their financial systems. If it were possible for buyers to add this information

to...

6/3,K/100 (Item 2 from file: 275)
DIALOG(R) File 275:Gale Group Computer DB(TM)
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02176064 SUPPLIER NUMBER: 20527052 (USE FORMAT 7 OR 9 FOR FULL TEXT)
SilverStream 1.0. (SilverStream Software's Web application development software) (Software Review) (Evaluation)
Smith, Brian J.
DBMS, v11, n3, p29(3)
March, 1998
DOCUMENT TYPE: Evaluation ISSN: 1041-5173 LANGUAGE: English
RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2667 LINE COUNT: 00209

... has a "clicked" event, where you could write a program to scroll to the next **data record** or post changes to the database. A data field has events such as "ValueChanged" and...

...views into Java for execution, and you can add Java code to your forms and **agents**.

You don't need to know Java in **order** to get some very attractive **Web** applications up and running with SilverStream. Even programming a button on a form doesn't...Inc., One Burlington Wood, Suite 200, Burlington, MA 01803; 888-823-9700; www.silverstream.com.

* **PRICING** : Single-Developer Starter Pack, \$495. Group Starter Pack (10 developers), \$5,995. Application Server (unlimited...

6/3,K/101 (Item 3 from file: 275)
DIALOG(R) File 275:Gale Group Computer DB(TM)
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02167010 SUPPLIER NUMBER: 20158432 (USE FORMAT 7 OR 9 FOR FULL TEXT)
OLAP for the masses. (online analytic processing) (includes related article on push technology being used by Montgomery Securities and Healtheon) (Data Management/DBMS) (Company Operations)
Mael, Susan
Software Magazine, v16, n13, p81(3)
Nov, 1997
ISSN: 0897-8085 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2116 LINE COUNT: 00168

...ABSTRACT: report and identify potential customers. Instead, such organizations are finding it convenient to build a **data** warehouse, **purchase** appropriate query and **online** analytic processing (OLAP) tools and enable the **brokers** themselves to run their reports. At Montgomery, the business intelligence system is built around Actuate...

... the operations area, including the previous day's transactions for its clients. Internal reports include **sales information**, general operating reports, commission analysis and salary distribution, run on daily, weekly or monthly schedules...

...of a wide variety of business information.

These data warehouses also include a lot of **historical information** to help users analyze trends. In the sales warehouse, if profit was down in a...

...customer have dropped off or if production costs have risen faster than they can raise **prices**. The operational data store is used for such tasks as generating monthly industrial-strength financial...manufactures the raw materials for customers such as Monsanto and Bayer Aspirin, also has a **sales fact data** mart, and using Cognos Corp.'s Impromptu query and reporting tool, was able to develop...

6/3,K/102 (Item 4 from file: 275)

DIALOG(R) File 275:Gale Group Computer DB(TM)

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* 02138757 SUPPLIER NUMBER: 20165744 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Trading systems. (Wall Street & Technology Buyers' Guide 1998
supplement) (Buyers Guide) (Directory)**
Wall Street & Technology, v16, n1, p113(9)
Jan, 1998
DOCUMENT TYPE: Buyers Guide Directory ISSN: 1060-989X LANGUAGE:
English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 8386 LINE COUNT: 00778

... and special reports to investment professionals. Interfaces with any backoffice system and accepts data from **pricing** and data suppliers via ODBC relational database. Supports all security types.

Query2/Trader Other Hardware...

...Xenix/Aix, Windows, Windows 95, Windows NT TradeRoute(TM), the state-of-the-art electronic **order** routing and execution reporting service, is a private, dedicated **network** connecting institutions directly to **broker** /dealers and alternate sources of liquidity.

Bridge 3 World Financial Center, 27th Fl., New York, NY 10285;
Contact: Gary Binstein 212/372-7100, 800/927-2734 **Web** Address:
<http://www.bridge.com> Fast, efficient **order** entry and management system for institutions which trade electronically with exchanges, crossing networks and **brokers**. Features **broker** neutral **network**, immediate **order** status.

Davidge Data Systems Corp. 20 Exchange Pl., 39th Fl., New York, NY 10005; Contact...Unix/Xenix/Aix, Vines, WANs, Windows, Windows 95, Windows NT, X Windows The MacGregor Fix **Network** (MFN) is a dedicated Fix intranet tht connects institutions to participating **brokers** for **orders**, executions, and indications of interest.

Merrin Financial, a Division of ADP 1740 Broadway, 10th Fl...and portfolio management system. This flexible software gives traders and managers a personalized tool linking **pricing**, sophisticated analytical functions and back office operations.

The FRUSTUM Group, Inc. 90 Park Ave., Ste...and portfolio management system. This flexible software gives traders and managers a personalized tool linking **pricing**, sophisticated analytical functions and back office operations.

Applied Artificial Intelligence Corp. 2481 NW 139th St...

...is the world's # 1 Open Systems Solutions Provider, combining industry-leading performance at competitive **prices** the highest reputation for service and support, and partnerships with major financial services industry application...and portfolio management system. This flexible software gives traders and managers a personalized tool linking **pricing**, sophisticated analytical functions and back office operations

The Autex Group 22 Pittsburgh St., Boston, MA...Unix/Xenix/Aix WANs, Windows 95, Windows NT DSTS is a real-time global trading, **pricing**, and risk measurement system designed for proprietary trading desks. DSTS supports Domestic and International Fixed...

...Windows 95, Zenith,

Data Systems FutureSource Technical is a trading system for real-time quotes, **information**, technical analysis, **historical data** and news for the futures, options and cash markets.

OptionSource AST Research, Compaq, Dell, Epson...RS/6000,

Solaris. Sun Microsystems. Unix/Xenix/Aix, VMS

Windows NT Comprehensive solution for creating, **pricing**, and testing baskets of financial instruments in seconds Graphical interface. Analyze basket performance based on volatility for each security, basket volatility, basket sensitivity, correlation matrices, and last **prices** and

returns.

EXPO DEC VAX, Dell, Hewlett-Packard, IBM PCs Intel, RS/6000,
Solaris Sun...

...charting solution integrates Reuters, Open Bloomberg, FAME, LIM.
Internet and other, major real-time and **historical data** sources through
a single, easy-to-use graphical display. Technical analysis tools. TIB.
Triarch, etc...securities and equities. Interfaces with portfolio and
safekeeping. Provides performance analysis and compliance reporting.
Imports **pricing** and factors. Exports to GL and DDA.

NeoVision Hypersystems, Inc. 50 Broadway, 34th Fl., New...

...office system for derivatives trading, integrated enterprise-wide risk
management, and operations support. Opus provides **pricing**, trade
processing and portfolio management of the full range of capital markets
instruments.

Shepro Braun...

6/3,K/103 (Item 5 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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01761330 SUPPLIER NUMBER: 16640433 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Intelligent agents: part 2.

King, James A.

AI Expert, v00000010, n3, p10(3)

March, 1995

ISSN: 0888-3785

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1640 LINE COUNT: 00131

... spawn agents, processes can spawn agents, (such as stock brokerage
processes using agents to monitor **prices**), or other intelligent agents
can spawn their own supporting agents.

* Author: Development owner, service, or...

...their preferences in many different areas. Within the computing
environment a user can store, in **knowledge** bases, the **information** and
preferences that affect how an intelligent agent performs its tasks. This
knowledge will be...

...query and access other agents performing required or similar activities.
An example of a spawned **agent** might be one used in a car- **buying**
activity. A user may place into the **network** an intelligent **agent** that
has as its goal the location of a pre-1963 Corvette car. This intelligent
...future information management needs, these agents could become harmful
in some way. Once an intelligent **agent** is placed in the **network**, how
can it be controlled? Intelligent **agents**, responsible for **purchasing**
and selling, will have to be controlled very closely. For example, what if
an **agent** has been created to **purchase** a stock when it goes down to \$50
and the **agent** has a duration of one day and the stock fluctuates between
\$49 to \$51 numerous...

6/3,K/104 (Item 6 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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01671570 SUPPLIER NUMBER: 15074098 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Trading department support systems. (Buyers Guide)

Wall Street & Technology, v11, n8, p50(10)

Annual, 1994

DOCUMENT TYPE: Buyers Guide

ISSN: 1060-989X

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 10636 LINE COUNT: 00949

Ginger R. DeMille

... This highly flexible software gives traders and managers a unique personalized tool linking real-time **pricing**, sophisticated analytical functions and back office operations.

Applied Artificial Intelligence Corp. P.O. Box 25...

...ad pp. 107, 139

The Structured Financing Workstation (SFW)
386/486 PCs

Package for designing, **pricing**, and analyzing MBS and CMBS derivatives including highly complex CMO/REMICs and Residuals. Complete asset... This highly flexible software gives traders and managers a unique personalized tool linking real-time **pricing**, sophisticated analytical functions and back office operations.

Applied Artificial Intelligence Corp. P.O. Box 25...

...loss, value of a 01 or modified duration risk analysis, real-time bid and ask **prices** and yields. It can show current exposure and position, track individual transactions, eliminate the need... DEC Ultrix, Pyramid

The Decision Software Trading System is a real-time trade capture, matrix **pricing**, position management, and risk management system that supports the trading of fixed income securities and...

...Complete precious metals trading system. Includes inventory management, margin accounting and customer portfolios. Imports product **pricing** and exports general ledger entries.

Essex Trading Co. 24 W. 500 Maple Ave., Ste. 108...

...provides industry-standard trading and administrative support, client statement reports, sector performance, order processing, security **pricing**, tax reporting, guideline exceptions, open orders and reserves capabilities, multi-currency capabilities.

FINANCIAL MODELS

Financial...3 combines the flexibility of a spreadsheet with the power to access real-time and **historical data**. Models can be analyzed graphically, stored in a database and shared by other applications.

Sybase...for fixed income securities & equities. Interfaces with portfolio & safekeeping. Provides performance analysis, compliance reporting. Imports **pricing** & factors. Exports to GL & DDA.

MIMICS Repurchase Agreement System
PC's, DOS, Windows, LANs

Repos can use reverse repo, portfolio or trading collateral. Automatic DDA sweeps. Imports **pricing** & exports GL & DDA. Supports fixed, variable & pegged rates. Fixed & variable principal.

OMR Systems Corp. CN...block order offer trading and allocation capability. PAM for Trading allows portfolio managers to enter **orders** for issues, with instructions (market, limit) & **broker** directions. **Order** status can be reviewed **on - line**, real-time. On screen trader work sheets are provided. Flexible allocation capability. Displays current offer...

...121

Microshaw Portfolio Management System

DTC, Schwab, & other transaction data sources. Shaw Data On-Line **Pricing**. PC Quotes, Dial Data, CQI (Real Time) & other pricing sources. Lotus 1-2-3, QuattroPro...

...1-2-3; Performance Attribution Service (SHAW); Thompson Financial's OASYS; Windows Applications, mid-1994. **Pricing**: Interactive Data; Merrill Lynch Bond **Pricing** Service; Kenny Information Services; FRI; Extel Financia Ltd.; CQI

On-line portfolio management/account system...

...sector/currency AIMR-compliant performance measurement & fully automated trading systems. Interfaces with real-time **pricing** service to provide instant access ...Topic Service. Provides real-time SEAQ and SEAQ International Level I and II quotes, trade **prices**, company news, and additional value-added services and functionality.

Ginger R. DeMille

Tiger Software P.O. Box 9491...

...to 100,000 instruments.

The Structured Financing Workstation (SFW)

386/486 PCs

Package for designing, **pricing**, and analyzing MBS and CMBS

derivates including highly complex CMO/REMICs and Residuals. Complete asset

...Contact Abby Friedman; 212/943-0171, Fax: 212/809-6871

TMARK

PC, SUN Front-office **pricing**, portfolio analysis and hedging

application to support trading in swaps, FRA's, futures exchange traded...

...This highly flexible software gives traders and managers a unique personalized tool linking real-time **pricing**, sophisticated analytical functions and back office operations.

Applied Artificial Intelligence Corp. P.O. Box 25...

...P&L, SWIFT Confirmations and Payments and daily multi-currency accounting. Available for lease or **purchase**.

Information Catalysts, Inc. 301 E. 48th St., 15th Fl., New York, By 10163; Contact Clive Sang...Multi-user Novell

A government securities front-office system featuring Trader and Sales stations for **pricing**, risk exposure and analytics, assistant's station for trade entry, and desk manager's stations...

...Sector Trading System-UNIX

SUN, Back-office Systems Fixed income, front-office trading system. Features **pricing**, risk-exposure, trade entry, analytics, database, live feeds, flexible architecture.

Sector Trading System-Windows

PC, DOS, Windows 3.1, NT Fixed income, front-office trading system. Features **pricing**, risk exposure, trade entry, analytics, database, live feeds, flexible architecture. Available 2Q93.

ReadQ Systems, Inc...121

Microshaw Portfolio Management System

DTC, Schwab, & other transaction data sources. Shaw Data On-Line

Pricing. PC Quotes, Dial Data, CQI (Real Time) & other **pricing** sources. Lotus 1-2-3, QuattroPro, Microsoft Excel & Word, WordPerfect, WordStar & others.

DOS-based, real...

...1-2-3; Performance Attribution Services (SHAW); ThompsonX Financial's OASYS; Windows Applications, mid-1994. **Pricing**: Interactive Data; Merrill Lynch Bond **Pricing** Service; Kenny Information Services; FRI; Extel Financia Ltd.; CQI

On-line portfolio management/accounting system...

...sector/currency AIMR-complaint performance measurement & fully automated trading systems. Inter faces with real-time **pricing** service to provide instant access to stock market information.

The On-Site Portfolio Management System...

...Topic Service. Provides real-time SEAQ and SEAQ International Level I and II quotes, trades **prices**, company news, and additional value-added services and functionality.

Telekurs-Decision

SUN Workstation, UNIX

Assesses...

6/3,K/105 (Item 7 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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01446332 SUPPLIER NUMBER: 10790781 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Do-It-Yourself: Windows Broker. (Windows) (tutorial)

Bonner, Paul
PC-Computing, v4, n6, p172(8)
June, 1991

DOCUMENT TYPE: tutorial ISSN: 0899-1847 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 4240 LINE COUNT: 00338

...ABSTRACT: choosing tools, Excel worksheets, Excel navigation macros, collecting quotes, daily updates, updating the Excel worksheets, **buying** and selling stocks, recording transactions, and completing a transaction. In addition, Windows **Broker** will also automate the **buying** and selling process through an **online** discount brokerage.

... and presenting stock price and portfolio data; 2) Excel macros to automate the presentation of **prices** and portfolio data; and 3) Dynacomm scripts and Excel macros to get current **prices** and to purchase and sell stocks.

Excel Worksheets

The first stage was the easiest. We...

...were as follows:

Date High Low Close Volume

We then entered about 60 days of **historical** price **data** that we had previously downloaded from CompuServe into both worksheets, putting each day's data...

...you to draw a text box directly on the worksheet. The "Lotus," "IBM," and "Update **Prices**" buttons were created with Excel's button tool, which allows you to draw 3-D...

...on a worksheet. The opening screen's price chart, which graphs changes in the closing **prices** of Lotus and IBM stock over the past 60 days for which **prices** were recorded, is linked to the LOTS.XLS and IBM.XLS files. In each of those files, we created a named range called Last60Close, containing the relevant **prices**. The two lines in the Price Per Share chart simply point to the Last60Close ranges...

...screen.

The Last 21 Days graph is a full-screen chart of high-low-close **prices** for the past 21 days on which price data was recorded. The Price and Volume...together. In the end we had six new Excel macros (named Buy, Sell, Get [underscore] **prices**, Update, Trans, and Cleanup) and three Dynacomm scripts (QUOTES.DCT, BUYSELL.DCT, and UPDATE.DCT...

...for the stocks in our portfolio. This process is initiated when you select the "Update **Prices**" button on the Windows Broker opening screen. Doing so executes the Excel macro named Get [underscore] **prices** (all the Excel macros are contained in the single macro sheet, BROKER.XLM), which launches Dynacomm and executes Dynacomm's QUOTES.DCT script.

The Get [underscore] **prices** macro is very simple:

Get [underscore] **prices**

=INITIATE("Dynacomm","quotes.dct")

=TERMINATE(A43)

=MESSAGE(TRUE,"Connecting to CompuServe")

=RETURN()

Get [underscore] **prices** uses DDE to launch Dynacomm and execute the script QUOTES.DCT, then terminates the DDE...and requests stock-price data for Lotus and IBM.

Once Quick Quotes displays the requested **prices**, QUOTES.DCT collects them with these commands:

collect \$lots

collect \$ibm

These commands assign the current **prices** for Lotus and IBM to the strings \$lots and \$ibm.

Finally, the script logs off...

...IBM.XLS sheets, and updates the named ranges in those sheets to reflect the added **prices**.

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The Cleanup macro selects the newly arrived stock data, which arrives from Dynacomm in the...

...range and one column to the right, the cells that contain the last 21 high **prices**. This range is defined as Last21High, and so on.

Finally, Cleanup closes LOTS.XLS, opens...

6/3,K/106 (Item 8 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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01417549 SUPPLIER NUMBER: 09826197 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Wall Street wakes up to image management. (electronic document storage)

Kulkosky, Victor

Wall Street Computer Review, v8, n4, p39(4)

Jan, 1991

ISSN: 0738-4343

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2496

LINE COUNT: 00195

... Surveillance

Analysts in the Amex's surveillance department, who investigate suspicious trades by examining trade **history** and clearance **data**, used to have to get microfiche copies of reports and print them out to refer...

...financial services, or any industry for that matter, shows that image technology, even with equipment **prices** in the six figures and total system costs in the millions, is not really expensive...managed to create documents without using any paper at all. In the firm's wire **order** unit, which receives **on - line orders** from **broker** / dealer units for buys and sells of mutual-fund shares, client account information is pulled...

6/3,K/107 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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2649064 Supplier Number: 02649064 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Brave New Web Sites

(E-tailers are working to make their Web sites more user-friendly, offering more information about the merchandise; describes strategies of various firms)

Women's Wear Daily, v 178, n 100, p 5

November 22, 1999

DOCUMENT TYPE: Journal ISSN: 0149-5380 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 993

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...making purchases online, while making it easier and quicker for them to find the best **prices** on the goods and services they are seeking.

Haller delivered his prescription for sparking the...

...Despite the need he perceives to implement new strategies online, Haller pointed out that value **pricing** remains an important issue for cybershoppers. The stakes for e-tailers have been raised by the proliferation of intelligent **shopping - agent** sites, such as MySimon.com, that prowl the **Web** for the lowest price offered on a product. Users search for items by selecting a...

...launched in mid-October, is trying to make its merchandise more appealing -- and easier to **purchase** -- by offering **information** about size, fabric content and care, and fit comparisons with other items.

"Until just this...

6/3,K/108 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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2618122 Supplier Number: 02618122 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Surpassing Lane (Part 2 of 2)
(Record consists of sidebar articles accompanying corporate profile of Progressive Group (Mayfield Village, OH), about information technology, ad campaign, distribution network, Immediate Response vehicles, etc)
Best's Review Property/Casualty Edition, v 100, n 6, p 58+
October 1999
DOCUMENT TYPE: Journal; Company Overview ISSN: 0161-7745 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 3058

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Executive Officer Peter Lewis. Its fastest-growing distribution channel is its toll-free telephone center. **Online**, consumers can shop in 47 states and **purchase** insurance ill 23 states.

Asked if there is a conflict between **agents** and **online** sales, the standard answer is that consumers want to buy' insurance in different ways and...

...other factors before submitting the application to Progressive. This process should result in better-focused **pricing**. Progressive must be a primary carrier in the agency and the agency must comply with...laptop, he returns to his vehicle.

Using an estimating system that is updated monthly with **prices** and models, Krueger enters the vehicle identification number, which decodes the model type and gets...

...state and community managers run the business in their states, managing the claims, distribution, advertising, **pricing**, product development, regulation and community relations. The communities are carved out of states based on...

...member of the policy team. The policy team includes two CEOs, four distribution leaders, chief **pricing** /product officer, chief claims officer, chief human resources officer and chief communications officer.

Ohio has...

...general managers also oversee relationships with 3,000 independent agents in Ohio and 11 district **sales** managers. The **information** from the local-agent level assumes a food-chain movement up to the general-manager ...

6/3,K/109 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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2234971 Supplier Number: 02234971 (USE FORMAT 7 OR 9 FOR FULLTEXT)
IT Makes Commodities Hot -- Commodities Producers Are Relying On IT To Improve Service, Develop Loyalty-And Pump Up Profits
("Commodity" products industries are focusing on IT-related solutions to boost their brands and improve customer loyalty)
Information Week, p 48
September 07, 1998

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DOCUMENT TYPE: Journal ISSN: 8750-6874 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 3073

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...commodity" products are rare. So how are companies in these industries differentiating themselves without slashing **prices** ? In many cases, they're tapping IT-to boost their brands, improve customer loyalty, and...

...are adaptive and responsive, then customer costs go down even if you don't lower **prices** ." And companies must add value through services, such as inventory management.

No commodities companies rely...

...is also installing "corporate landing pads," sites that will let businesses with Creative contracts place **orders** at prenegotiated discount **prices** . And Creative **agents** will even be able to push appropriate **Web** pages to their customers. For instance, if a buyer is in the market for a ...

...page with details on the company's latest line of displays, complete with specs and **prices** .

Other commodities industries-such as utilities-are only now starting to feel the heat of competition because of deregulation. "With low **prices** , you earn the right to play the game," says Dan Yates, manager of PacifiCorp's...the company and its clients. To get the program started, a new billing system, customer **information** system, and **sales** prospect database were implemented over the summer.

One way in which PG&E Energy Services...

...services for managing electricity usage. The first phase, which was made available in July, provides **historical** power usage **data** to customers. The second phase, available later this year, will add weather data and facility...

6/3,K/110 (Item 4 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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2147240 Supplier Number: 02147240 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Loanrates On Line Fights Errors

(**Loanrates On Line Inc** developing software that electronically lists loan programs from lenders in Virginia area, beta testing with Chevy Chase Bank)

Mortgage Technology, v 5, n 3, p 7+

May 1998

DOCUMENT TYPE: Journal (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1705

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...of a transcription error, and the rate the borrower thought he received does not exist.

Brokers can retrieve the software from Loanrate's **Internet** site without charge or they can **order** a CD-ROM or floppy disk for a \$12 fee, plus a monthly use fee.

Brokers then receive a password that allows them to check rates and examine loan products as...

...already responded that they much prefer this kind of access," he said.

Fannie has had **pricing** supplements for long-term debt securities for its long-term debt securities available through its...data consumers receive comes from DataQuick Information Systems, San Diego, which collects and compiles property **information** from public **records** on file with county recorders and assessors.

HomeWorth will give consumers a free "Target Property...

...year, no report will be issued.

The program will allow consumers to determine the selling **prices** of comparable properties. Armed with such information, sellers will be better equipped to set their asking **prices** and buyers will be better informed about how much to offer.

BofA also expects property...

6/3,K/111 (Item 5 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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1925874 Supplier Number: 01925874 (USE FORMAT 7 OR 9 FOR FULLTEXT)
The new sales pitch: Dealers don't buy all these new ways to sell cars
(Selling automobiles is being transformed by several new trends such as
information and deals on the Internet and used-car superstores)

Crain's Detroit Business, v 13, n 34, p 9+
August 25, 1997

DOCUMENT TYPE: Journal ISSN: 0882-1992 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1396

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

...who never visited the showroom except to take delivery. The purchases were arranged via the **Internet**, or via a **broker** or **buying** service. The **Internet** can also provide consumers with data about how much cars cost dealers and how much used cars are really worth. Used car superstores are offering low **prices** on fairly new used cars that are coming off lease. The superstores are also buying...

TEXT:

...in the 1950s.

There were tight geographic franchises, lots of small operations and few superstores. **Pricing** was a mystery to many buyers.

All that is changing:

* An auto dealer in Idaho...

...Canton Township. They offer nearly new cars coming off two-year leases at rock-bottom **prices**, with no-pressure selling. They're owned by publicly traded companies, some of which also...

...a new-car dealership except to take delivery. Those buyers arranged their deals through the **Internet**, **brokers** or other **buying** services.

* The **Internet** offers car buyers quick, accurate information on what cars actually cost dealers and reliable estimates...

...most misunderstood concept in auto retailing today," Nickelsen said. "It

Ginger R. DeMille

has nothing to do with **pricing** and everything to do with relationship-building."

Local dealers agree, saying sales staffers who keep...Nickelsen said, pointing to hundreds of sites that offer detailed information about makes, models and **prices**.

One recent study found that, the number of Web risers interested in getting auto- **sales information** online rose from 5 million in 1995 to 13.2 million last year. Most use the Web for comparison shopping, model information, **pricing** and financing quotes. The study, published in Interactive Consumers, predicted that a quarter of U...

6/3,K/112 (Item 6 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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1871479 Supplier Number: 01871479 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Survey - FT Information Technology: INSURANCE ON THE NET Ripe for transformation
(Electronic insurance purchases forecast to reach \$18-19 bil by 2000, vs zero in 1996)
Financial Times Surveys Edition, p 04
July 02, 1997
DOCUMENT TYPE: Business Newspaper ISSN: 0307-1766 (United Kingdom)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 908

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

...enabled online sales. Another factor insurers should consider is that consumers typically shop around for **prices** for insurance, making **online** insurance sites an easy way for consumers to do comparison **shopping**. Traditional insurance **agents** lack the experience at designing the interfaces for **online** sales of financial services.
...

TEXT:

...the office's telephone numbers. Those insurers that do take applications online, typically pass the **information** as a **sales** lead to a traditional agent or salesperson for completion of the transaction.

Booz-Allen found...

...cent enabled online sales.

Second, consumers, while loyal to their banks, typically shop around for **prices** for insurance. Online insurance sites allow them to make comparisons more easily. Intuit's InsureMarket...

...be more able to compare quotes, the insurers would lose some of their power over **pricing**. One answer could be not to participate.

Intuit needed three insurers to provide live quotes...

...just as music retailers have smothered efforts by one online service to compare their CD **prices**.

Mr Cook, who is expanding Intuit from computer software into online financial services, believes insurers have no choice. "The Internet is going to make it easier to compare **prices**," he says. "The only way a financial institution can stop that is to withdraw from..."

6/3,K/113 (Item 7 from file: 9)

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DIALOG(R)File 9:Business & Industry(R)
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1690282 Supplier Number: 01690282 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Cisco's \$1 Billion Web Site
(Cisco's business-to-business Web commerce site has brought in \$75 mil in sales since it was launched less than five months ago)
CommunicationsWeek, n 641, p 1+
December 09, 1996
DOCUMENT TYPE: Journal ISSN: 0748-8121 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1091

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...total expenditures on Cisco gear. Cellular One was motivated by the up-to-the-minute **pricing**, quicker delivery and remote access to order status available from the site.

"We get immediate...

...and switch maker as the top revenue generator on the Web today. Market researcher International **Data** Corp. predicts **sales** on the Internet will reach \$5.4 billion in 1996, but no other single site...

...site, customers will have access to all of Cisco's internal business systems. Order placement, **pricing**, configuration and technical support are already available via the Web. The company plans to add...

...was quietly released as a beta test to key customers on July 31. It combines **pricing** and configuration tools with order processing.

Registration tools help manage electronic commerce on the customer...the request can automatically be sent to the next person in the purchasing chain for **pricing** or approval.

When a registered user places an order, the request also drops into the Oracle database. Within an hour, the customer can use a status **agent** application to check on the **order** and see when product is scheduled to ship. The **online** order is handled entirely electronically, and Cisco said 300 to 350 orders a week are...

6/3,K/114 (Item 8 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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1073599 Supplier Number: 01073599 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Important Information--Fast
(Hertz uses intelligent agent software to search huge mainframe or client-server databases and make price changes)
Information Week, n 501, p 77+
November 14, 1994
DOCUMENT TYPE: Journal ISSN: 8750-6874 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1552

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

Hertz (Park Ridge, NJ) is using intelligent **agent** software to search huge mainframe or client- **server** databases in **order** to alert users to variations in price information. Hertz alone makes 50,000 price changes...

TEXT:

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...s no mean feat; the U.S. car rental industry revises tens of thousands of **prices** weekly. Hertz alone makes 50,000 price changes every week, according to Bill Carroll, Hertz...

...catch this stuff without intelligent agents, but not nearly as fast."

Any small change in **pricing** can affect Hertz's margins. The company's **pricing** managers monitor everything from a change of more than a dollar in the per-day...

...rates on minivans offered by Avis Inc. in Florida. They also track changes in overall **pricing** strategy, such as when rival National Car Rental System Inc. waives drop-off charges on weekly intermediate- and full-sized rentals. Hertz's **pricing** managers track close to a dozen categories, half a dozen large competitors, scores of metropolitan...

...developed intelligent agent software called Commander Exception Monitor. Says Hertz's Carroll, "We recognized that **pricing** was becoming more complicated and that we'd better find some intelligent instruments to deal

...he says the product's cost is easily justified because it helps keep Hertz's **pricing** staff lean.

The Hertz **pricing** -management team consists of fewer than 10 analysts and supervisors at its Park Ridge headquarters...

...W database management system operating on the mainframe. The system scans reams of car rental **pricing** data uploaded from industry travel reservations databases such as Sabre from AMR Corp. in Dallas and Apollo from Covia in Rosemont, Ill.

The program looks for predetermined changes in competitors' **pricing** structures. With PC-based commands, **pricing** managers instruct the software to flag them when competitive **prices** exceed preset variations--for instance, a price fluctuation of more than 8%. The software can...

...is a crucial competitive differentiator. The car rental industry resembles a commodity market in which **pricing** means everything. "You never want to blindly follow a competitor's price cut, but it...happen only if the user instructs the agent to look for the right type of **information**

"For **knowledge** workers, relevant topics can change very quickly," Chu points out. "Systems need to be flexible..."

...N.J.

1993 revenue: \$2.9 billion

Business goal: Closely monitor and respond to competitors' **prices**

Host system: IBM ES/9021-820 mainframe running MVS/ESA

Database software: Comshare System W...

6/3,K/115 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

08704444 (USE FORMAT 7 OR 9 FOR FULLTEXT)

With Nine Shopping Days Till Christmas, ShopAround.com Helps Last Minute
E-Shoppers Find the Right Gift for the Right Price

BUSINESS WIRE

December 14, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 734

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... online retailers than any other "shop bot" - ShopAround.com can help shoppers find the best **prices** for not only the most sought-after items, but also for the unique, niche, hard...

... results that include thumbnail product photos, Web site links, merchant contact information, and descriptions and **prices** of the items found. These features can save consumers time, money and aggravation both during ...

... clutter of the Internet shopping and find exactly what they need - whether it's competitive **pricing** for a handheld device or a rare trilobite fossil for Uncle Jim's collection," said...

...that includes thumbnail product photos, Web site links, merchant contact information, and product descriptions and **prices**.

- Find any product, common or unique: ShopAround.com searches more than 5,700 e-tailers for your product, finding the best **prices** for not only the most sought-after items, but also for the unique, niche, hard...

...and see if

ShopAround.com can help you find it!

- Search the fastest-growing "shop bot": ShopAround.com gives shoppers access to more **online** merchants than any other **shopping** search engine, and continuously adds retailers and product information. With the latest information about **pricing** and availability, shoppers can seek out the best price and choose to buy their product...

...merchants.

Consumers can click on their chosen product's title to obtain more in-depth **information**, or to **purchase** the product immediately by moving directly to the merchant's product page.

ShopAround.com, based...

6/3,K/116 (Item 2 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

08429680 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The Florida Times-Union, Jacksonville, Technology Talk Column

Ed Stansel Jr.

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (FLORIDA TIMES-UNION - JACKSONVILLE, FLORIDA)

November 28, 1999

JOURNAL CODE: KFTU LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 742

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... mall. You need to figure out where the stores are and who has the best **prices**. Keep a firm grip on your wallet and be sure you're dealing with reputable...

...a magazine -- and also gives you access to Consumer Reports' archives of product reviews.

-- Compare **prices**: Free services called **shopping agents**, or "bots," make it quick and easy to find the best deals offered by **online** retailers. Such bots include BottomDollar (www.bottomdollar.com), mySimon (www.mysimon.com) and DealTime (www...

...including Excite and MSN, have their own shopping bots, as does Amazon.com.

Ginger R. DeMille

When comparing **prices** , don't forget to factor in shipping rates and taxes. Some bots include that information...

... displayed privacy policy outlining what the company does or doesn't do with customers' personal **information** and buying **records** . Read the policies. Check the Web site of the independent watchdog group Truste (www.truste...

6/3,K/117 (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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08232316 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Georgia Retailers Anticipate Good Sales Season But Fear Online Glitches
Walter C. Jones
KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (SAVANNAH MORNING NEWS - GEORGIA)
November 14, 1999
JOURNAL CODE: KSMN LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1105

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... such a large portion of holiday transactions, TeleCheck has become a reliable source for weekly **sales data** , putting Ford in a good position to predict this year's selling. And the former...

... rapid online price comparisons as forcing so-called brick-and-mortar stores to keep their **prices** in line with national markets.

Fear of stolen credit card data and privacy loss thatConsumers have just been flooding in, and it could be like when the **online stock brokers** found they couldn't handle all the **orders** some days when the market was most active," she said.

Bad experiences like those Corby...

6/3,K/118 (Item 4 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

06485030 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Northwest Airlines Announces a Worldwide Fall Fare Sale
PR NEWSWIRE
August 02, 1999
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 802

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... nonrefundable. Seats are limited and fares are subject to change. Other restrictions apply.

For more **information** or to **purchase** tickets, customers can **purchase online** at <http://www.nwa.com> , or they can contact their travel **agent** or call Northwest Reservations at 800-225-2525. Northwest Airlines and its global travel partners...

...DESCRIPTORS: **Prices**

6/3,K/119 (Item 5 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

06484693 (USE FORMAT 7 OR 9 FOR FULLTEXT)

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The Charlotte Observer, N.C., Shareholder Nation Column

Jon Talton

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (CHARLOTTE OBSERVER - NORTH CAROLINA)

August 02, 1999

JOURNAL CODE: KCOB LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 668

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... be afraid of? Not just the Fed raising interest rates. There are the eye-popping **prices** for many stocks, which require better-than-spectacular earnings to justify the buy and make...

... site, www.nasdaq-amexnews.com. The Web page includes daily and monthly statistics, milestones and **historical data**. Much of the data is updated every 10 minutes during the trading day.

SN BOOKSHELF...

...only on the day it's made. It works like this: Either place the day **order** with your **broker**, or, for **online** trading, mark your market **order** for that day's trading only. If the order hasn't been executed at the...

6/3,K/120 (Item 6 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2005 The Dialog Corp. All rts. reserv.

05644338

LISTING IN THE LIVING ROOM

SECTION TITLE: Information Technology

Marina Bidoli

FINANCIAL MAIL, p75

April 16, 1999

JOURNAL CODE: WFML LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1015

... pocket money in stocks over the Internet. Though SA lags much further behind, here, too, **online** trading can no longer be ignored. Already seven **brokers** are offering **online order** routing. The rest are likely to follow soon. Technology and information providers are preparing for...

...Net Bridge is a direct result of this. The JSE does not yet allow its **online** members electronic access to its electronic trading system, Jet; the **Internet order** must be physically re-entered on to Jet by the **broker**. But this will change within months. On May 3 the first broker should start using...

... brokers and information providers will provide basic information - such as live (or slightly delayed) share **prices** - for free. Interactive Investor was the first to go this route and its rivals quickly followed. Brokers will offer free live **prices** to trading clients only, hoping to score through additional services. Today fin.24.com, I...

... from value-added services such as research and analysis. McGregor BFA, for instance, offers full **historical information** on all listed companies for a fee. "Since the merger of McGregor Information Services and ...

... for free. The JSE now charges R73/user for realtime data. "We are changing our **pricing** strategy to bring this in line with international standards. Nothing has been finalised and members...

... marketing manager Ana Aarons. She says no other stock exchange gives away its live share **prices**. "We won't be the first." This issue is

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unlikely to affect technology providers, though...

6/3,K/121 (Item 7 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

04636448 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**PrintOnTheNet.com Signs Agreement With Radisson Seven Seas Cruises;
Innovative Online Service to Develop Nationwide Travel Agent Printing
Network**
BUSINESS WIRE
March 15, 1999
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 832

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... items aboard the Radisson ships. Phase two will be a launch of a separate secure **web** folder enabling travel **agents** nationwide to work with their RSSC Sales Directors to **order** customized printed collateral materials promoting the ships and destinations of Radisson Seven Seas Cruises.

Donna...

... which will allow Print the ability to produce printed items for its customers at competitive **pricing**. The status of PrintAmerica and its subsidiary, National Lithographers, as one of the largest commercial...
...Printing Network in the near future.

The information contained in this news release, other than **historical information**, consists of forward looking statements that involve risks and uncertainties that could cause actual results...

6/3,K/122 (Item 8 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

04091948 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Online Trading: Where's the Broker?
COMPUTERS TODAY, p72
January 31, 1999
JOURNAL CODE: WCOT LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1392

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... online graphs, CNX Nifty stock watch, CNX Nifty junior stock and co-movement of stock **prices**. The site allows you to gain insights on stock market movements on different parameters. It also provides **historical**, archived **data** in the form of charts, graphs and tables for viewing and download. Details like last...

...price charts and news archives from corporates and financial ratios. The company is currently developing **online** trading modules for **brokers**, thereby enabling them to see quotes and place instantaneous **orders** via the **Web**. It also has schemes to franchise Cyberboltz cafes, which can be set up by sub...

... are portfolio maintenance, daily news, bulletin board, mutual funds, market report, traders' corner, Java charting **prices** of group A scrips of BSE and NSE, GDR information and technical analysis. Interestingly, there Indian **Web** site is offering **online** stock trading services. For a **broker** to execute any **order** from a buyer or seller, he has to align the trading system with his Web...

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6/3,K/123 (Item 9 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

01638055 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Investment Brief: Big gun opens fire in internet dealing war: Giant US broker Charles Schwab this month launches an internet trading service. But UK discount investment brokers say they are not shaking in their boots at the threat from the Americans

SAMANTHA LAFFERTY

MONEY MARKETING, p50-52

May 14, 1998

JOURNAL CODE: FMMG LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1278

(USE FORMAT 7 OR 9 FOR FULLTEXT)

The launch of Charles Schwab Europe's **internet** trading service, the first to allow UK investors to place **orders** straight on to a **broker's** screen, is the latest threat to the investment IFA market.

In true dog-eat...

... UK from Infotrade, Stocktrade and Xest..

These existing online services are electronic noticeboards offering stock **prices**. The investor sends an encrypted email to the broker, updating their own portfolio manually.

Charles...

... an automated buy-sell system over the phone called Touch- Tone Trader. Investors access stock **prices** and portfolio details via the keypad on their phone. A voicemail service provides the information...

...his head in the sand.

Schwab has teamed up with Reuters to offer real-time **prices**, company news for all UK equities, indices and foreign exchange and company **historical data** so that investors can swot up on the markets before cyber trading.

Software packages such...

6/3,K/124 (Item 1 from file: 613)
DIALOG(R)File 613:PR Newswire
(c) 2005 PR Newswire Association Inc. All rts. reserv.

00196160 19991018SFM064 (USE FORMAT 7 FOR FULLTEXT)

eSpoc to Create Market-Driven Healthcare Portal

PR Newswire

Monday, October 18, 1999 08:04 EDT

JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 707

...facility load balancing and scheduling of medical procedures, as well as online market-driven insurance **pricing**," said Dr. Yuval Lirov, chief executive officer and a founder of eSpoc. "eSpoc combines novel...

...equipment portal, and established partnerships with various service providers. eSpoc's technology portfolio includes consumer **feedback** processing, **data** security, multi-auction engineering, procedure scheduling and resource load balancing. eSpoc's first service provides...

...distinguished members of medical societies, veterans of high technology R&D, experts in Wall Street **broker** disintermediation, worldwide support centers, medical equipment **brokers**,

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and
hospital **purchase** administrators. For more information about eSpoc
services,
visit the company's **website** at www.espoc.com.

SOURCE eSpoc, Inc.

CONTACT: Jeff Wenker of Edelman PR Worldwide, 650...

6/3,K/125 (Item 1 from file: 634)
DIALOG(R) File 634:San Jose Mercury
(c) 2005 San Jose Mercury News. All rts. reserv.

04039461

TAPPING THE MARKET VIA PERSONAL COMPUTER SOFTWARE, ON-LINE SERVICES

AUTOMATE RESEARCH, TRADING

SAN JOSE MERCURY NEWS (SJ) - Sunday, May 17, 1987
By: JIM BARTIMO, Mercury News Computing Editor
Edition: Morning Final Section: Computing Page: 1F
Word Count: 1473

...products and services break down:

Research

The two companies that have long offered extensive stock- **history**
information on paper are Standard & Poor's and Value Line Inc., both of
New York. Stock...

... rules of the stock market don't allow the average person to execute
trades, so **on - line buying** and selling is more like a messaging system
to a discount **broker** .

One choice is the Equalizer service from Schwab. Another, called
Fidelity Investors Express, is offered by Fidelity Brokerage Services Inc.,
a Boston-based discount **broker** .

The Source **on - line** service offers stock **buying** and selling, and
some home banking services, such as Bank of American's HomeBanking service
...called Managing The Market that lets you update your Managing Your Money
portfolio with current **prices** by connecting to Dow Jones and downloading
market information.

Some investors have found portfolio managers...

6/3,K/126 (Item 1 from file: 636)
DIALOG(R) File 636:Gale Group Newsletter DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

03499992 Supplier Number: 47222622 (USE FORMAT 7 FOR FULLTEXT)
-MITSUBISHI ELECTRIC: Infotrade product overview
M2 Presswire, pN/A
March 19, 1997
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1879

... portfolio can be set up -
i) active on-line, where deals take place via an **on - line broker** .
These portfolios are updated automatically with deal confirmation details
from the **broker** once the **order** has been executed. Each portfolio of
this type is linked to a **broker** on the system with details of their
commission tables, so that a fairly accurate indication...

...set up on Portfolio, a valuation of each portfolio is displayed, using the latest closing **prices** on the system.

1.3 VALUATIONS - Real-time As an optional, pay-as-you-go service, it is possible to see an update of the valuation, using real-time **prices**, when the market is open.

1.4 DEALING Three execution only **brokers** - Cater Deal Services, Sharelink and Stocktrade - accept deals placed through the Infotrade **network**. **Orders** can be placed 24 hours a day, seven days a week, for execution when the...

...decrypted and interpreted by the broker. A password is allocated to the user by the **broker**, and this is used to perform the encryption when an **on - line order** is placed.

Once a user has decided to place a deal, then he selects the...

...company AGMs and financial year ends.

2.1 SECURITIES The information available includes real-time **prices** (bid & offer), closing mid market **prices** since January 1994/July 1996, trading status, shares in issue, industrial sector indices, yield, dividend ...on a daily basis to take a download file of each day's closing market **prices** and other updated share and company data. The connection time for transferring this data to...

...charge, this report is the renowned Extel Card which lists a vast amount of company **data** including capital **history**, annual report details and historic fundamental data as well as company news for the past...

...digital phones using the Vodaphone, Cellnet and Orange digital phone networks in the UK. The **pricing** for the service is based on a "per message" charge of 50p, regardless of which...

6/3,K/127 (Item 2 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

03283737 Supplier Number: 46743019 (USE FORMAT 7 FOR FULLTEXT)
SUBSCRIBERS AND SUBSCRIBER REVENUE FROM ENHANCED INTERACTIVE SERVICES
Information & Interactive Services Report, v17, n34, pN/A
Sept 27, 1996
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 312

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...of enhanced interactive services. The nine services covered by the survey were Interactive News & Reference, **Online Bank & Broker** and Remote **Learning**, in the **information** category; TV **Shopping** Mall and Comparison TeleShopping, in the **shopping** category; and Movies-on-Demand, Rebroadcast TV, Interactive TV and Cable Video Games, in the...

...12, has looked at each of the nine services in some depth, as well as **pricing** issues and disparities among the regional Bell operating company (RBOC) regions in demand for these...

6/3,K/128 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

03267276 Supplier Number: 46705850 (USE FORMAT 7 FOR FULLTEXT)
MARKET RESEARCH: THE EFFECTS OF PRICING ON THE DEMAND FOR ENHANCED INTERACTIVE SERVICES
Information & Interactive Services Report, v17, n32, pN/A
Sept 13, 1996

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Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 546

(USE FORMAT 7 FOR FULLTEXT)

**MARKET RESEARCH: THE EFFECTS OF PRICING ON THE DEMAND FOR ENHANCED
INTERACTIVE SERVICES**

TEXT:

...of enhanced interactive services. The nine services covered by the survey were Interactive News & Reference, **Online Bank & Broker** and **Remote Learning**, in the **information** category; **TV Shopping Mall** and **Comparison TeleShopping**, in the **shopping** category; and **Movies-on-Demand**, **Rebroadcast TV**, **Interactive TV** and **Cable Video Games**, in the entertainment category. **Pricing** for these new enhanced interactive services is extremely important and therefore survey respondents were asked...
... Demand and **Remote Learning** were described to respondents as having per-view, a la carte **prices**, while the other seven services were described as having flat monthly charges. Likely subscribers then were asked which **pricing** format they would prefer. Their responses are summarized in the second table on the right...

6/3,K/129 (Item 1 from file: 810) .
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0742631 BW0076

LANQUEST: LANquest NetClarity -- It's not a Secret Anymore!; NetClarity, A Recently Released Network Preventative Maintenance Solution, Will Revolutionize and Simplify the Process of Monitoring and Maintaining High Performance Enterprise Networks

September 08, 1997

Byline: Business Editors/High-Tech Writers

...generation,
and analysis provides statistics on real-world service level performance. Further, NetClarity keeps this **information** in a **historical** database for analysis and projecting future network performance.

"Getting good, timely information about actual network...

...network
availability, end-to-end response time, and capacity that they haven't had before."

Pricing and Availability

With an entry point under \$10,000 and per segment cost to expand...

...NetClarity: Enterprise software is available today starting at \$9900 for an eight LAN segment version. **Purchase** price includes NetClarity **Server** for Windows NT, NetClarity **agents** for managing up to eight LAN segments, support for multiple Web browser manager consoles, plus...

6/3,K/130 (Item 1 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1259716

SFTH039

Excite Reports First Quarter Financial Results

DATE: April 16, 1998 16:01 EDT WORD COUNT: 2,347

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... movies. Excite also announced supplemental personalization with free email, daily reminders, favorite columnists and personal **shopping agents**. By taking advantage of the **Web** 's unique capacity for personalization -- delivering what consumers want anytime, anywhere in an easy-to and **purchase intention data**. Employing this database to deliver targeted e-mail with the right message or offer, to...

... the Company to maintain premier positions on high traffic Web access points; reductions in market **prices** for Web advertising as a result of competition or otherwise; increases in the amount of...

6/3,K/131 (Item 2 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1097415 a1877
Nortel (Northern Telecom) Launches Symposium Call Center Server

DATE: May 13, 1997 10:36 EDT WORD COUNT: 623

... changing call center conditions. Call center data can be viewed real-time, and merged with **historical** and other **data** from corporate databases to generate meaningful reports. Symposium Call Center Server offers cradle to grave...

... faster handling of calls. Symposium Call Center also incorporates Internet-enabled applications which seamlessly blend **Internet** contacts into the skills based routing process and sends them to the most qualified available **agent**.

Symposium Call Center **Server** has full networking capability in **order** to route calls to **agents** available on a **network** -wide basis. This gives call centers more options in how they treat callers and also...

...through Nortel authorized distributors globally.

Symposium Call Center Server will be available in late 1997. **Pricing** will vary according to customer requirements.

Nortel's Enterprise Networks delivers networks that power businesses
...

6/3,K/132 (Item 1 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2005 The Gale Group. All rts. reserv.

1127958 Supplier Number: 02048194 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Autobyte.com Humanizes E-Commerce Through Its Call Center
(At the call center of **online** auto **buying** service Autobyte.com, customer service **agents** are encouraged to be proactive and add a human touch)
Article Author(s): Lounsbury, Erik
Call Center Solutions, v 18, n 1, p 142
July 1999
DOCUMENT TYPE: Journal ISSN: 0730-6156 (United States)
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 726

(USE FORMAT 7 OR 9 FOR FULLTEXT)
(At the call center of **online** auto **buying** service Autobyte.com, customer service **agents** are encouraged to be proactive and add a human touch)

TEXT:

...where car buyers can browse through information on not only a seemingly

endless font of **information** on **invoice pricing** and specifications, but also safety characteristics, manufacturing incentives, vehicle reviews, lease or **purchase information**, extended service agreements, aftermarket options and a rewards program. Since 1995, Autobytel.com has processed...

6/3,K/133 (Item 2 from file: 13)

DIALOG(R)File 13:BAMP

(c) 2005 The Gale Group. All rts. reserv.

1125891 Supplier Number: 02018334 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The Agent Is The Customer

(Fidelity & Guaranty Life Insurance Co is using an extranet to promote its products, helping to build agent loyalty and increase sales)

Article Author(s): Gater, Laura

Insurance Networking, p 29-31

June 1999

DOCUMENT TYPE: Journal (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2549

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...industry, extranets are beginning to emerge as a way for carriers to get product and **pricing** information into the hands of agents, for use at the point of sale. And F...to all the company's forms and can print them as needed. They can also **order** marketing materials **online**.

When F&G Life introduces SalesLink to individual **agents** later this summer, those agents will be able to view their own commission information as...More complex functions, such as access to underwriting rules and guidelines and access to customer **sales** or policy **information** and status, can come later.

Burday says F&G Life will do its part in...

6/3,K/134 (Item 3 from file: 13)

DIALOG(R)File 13:BAMP

(c) 2005 The Gale Group. All rts. reserv.

1089217 Supplier Number: 01560621 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Bargain Hunting on the Web

(Web is a hassle-free haven for bargain hunters)

Article Author(s): Coward, Cheryl

Black Enterprise, v 28, n 12, p 89

July 1998

DOCUMENT TYPE: Journal ISSN: 0006-4165 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1588

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

...enables the surfers to compare and analyze flight information that was only available to travel **agents** before. Another **online purchasing** option offered involves the entertainment materials, including books and music. When it comes to books...

TEXT:

...and penny pinchers. Millions of Americans are now regular online shoppers who expect the lowest **prices** possible for the best merchandise available. "You'll find a lot of competitive **pricing**," says Fran Foster, the Internet section manager of the Software Publishers Association in Washington, D...

...ago, she joined the ranks of consumers lured to the Net by its convenience, cheaper **prices** and the ability to browse from the privacy of home. "It's easy, efficient and..."

...Fares are e-mailed to thousands of subscribers every week, who find out about great **prices** on domestic and international flights that can only be booked online. Other airlines, including Continental...

...AND MUSIC

Amazon.com's (www.amazon.com) huge success in selling books at discount **prices** prompted bookstore behemoth Barnes & Noble (www.barnes and noble.com) to set up shop online...
...Afro-American Literature for \$34.96, 30% off the list .price of \$49.95.

Music **prices** are also sweeter online. Die-hard Bob Marley fans who are excited about the latest...autoweb.com) and Auto-By-Tel (www.autobytel.com) also provide quotes on used car **prices** and will match you with a dealer. Auto-By-Tel even offers financing and insurance...

...uncomfortable about shopping for a car online but still want up-to-date, accurate dealer **invoice information** before you set foot on a car lot, then you should visit Autosite (www.autosite.com), which offers in-depth **pricing** and dealer invoice details.

In 1997, 16% of car buyers researched their cars online before...

...market.

Bottomdollar (www.bottomdollar.com) lets you search for the online retailer with the best **prices** . Virtual Emporium (www.virtualemporium.com) features sales and specials on everything from apparel to travel...

6/3,K/135 (Item 4 from file: 13)

DIALOG(R)File 13:BAMP

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1081480 Supplier Number: 01453243 (USE FORMAT 7 OR 9 FOR FULLTEXT)

High Tech, High Touch

(Relationship marketing helped Federated Investors gain attention--and business--in a crowded market)

Article Author(s): Soljacich, Robert

Marketing Tools, v 5, n 3, p 30,32-33

April 1998

DOCUMENT TYPE: Journal; Case study ISSN: 1076-4879 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1597

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...demand distribution of fund literature, and (a core component of the program) a restricted-access **Internet** site to make fund information and automated bulk literature **orders** accessible to participating **brokers** .

Brokers can access the IVR program toll-free, 24 hours a day, 7 days a week. The system allows them to get up-to-date mutual fund **prices** , order **sales information** (faxed on demand within minutes), and review industry news. Sophisticated cartoons, updated monthly by Latham...

...a "Thank You" following the first use, the PIN allows the company to maintain a **record** of **information** sought by each broker, and to follow up with further suggestions regarding other funds and...

?

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File 15:ABI/Inform(R) 1971-2005/Mar 29
 (c) 2005 ProQuest Info&Learning
 File 95:TEME-Technology & Management 1989-2005/Feb W3
 (c) 2005 FIZ TECHNIK
 File 75:TGG Management Contents(R) 86-2005/Mar W3
 (c) 2005 The Gale Group

| Set | Items | Description |
|-----|---------|--|
| S1 | 14592 | (MASTER OR CENTRAL OR MAIN OR CHIEF OR PRIMARY OR PRIME OR PRINCIPAL OR MAJOR OR LEAD OR PRINCIPAL) (2W) (CONTROLLER? OR PROCESSOR? ? OR COMPUTER? ? OR CPU OR SERVER? OR HOST? ?) |
| S2 | 84227 | NETWORK(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) OR (BROADCAST OR SATELLITE OR CABLE OR CELLULAR OR TELEPHONE OR PHONE OR WIRELESS OR WAP) () (SERVICE OR SUPPL??? OR DEALER?) |
| S3 | 60606 | NETWORK(4N) (VENDOR? ? OR SELLER? ? OR SERVICE? ? OR COMPAN- ???) |
| S4 | 16885 | CONTENT(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) |
| S5 | 370098 | SELLER? ? OR VEND?R? ? OR PEDDLER? ? OR PEDLAR? ? OR MERCHANT? ? OR DEALER? ? OR TRADER? ? OR SHOPKEEPER? ? OR MERCHANDISER? ? OR DISTRIBUT?R? ? OR WHOLESALE? ? |
| S6 | 404271 | WHOLE()SALER OR RETAILER? ? OR LICENS?R? ? OR ASSIGN?R? ? - OR PROVIDER? ? OR SUPPLIER? ? OR PURVEY??? |
| S7 | 7059 | (FIRST OR INITIAL OR SEED OR ONE OR 1ST OR BEGINNING OR START OR STARTING) (1W)PRICE |
| S8 | 1098011 | SUPPLIER? ? OR RETAILER? ? OR MERCHANT? ? OR DEALER? ? OR - VEND?R? ? OR RESELLER? ? OR LOCATION? ? OR SITE? ? OR PLACE? ? OR PROVIDER? ? OR SHOPKEEPER? ? |
| S9 | 160424 | MERCHANDISER? ? OR DISTRIBUT?R? ? OR SHOP OR PURVEY?R? ? OR SECOND()SELLER |
| S10 | 153250 | SUBSIDY OR AFFILIATE? ? OR (THIRD OR 3RD OR ANOTHER OR OTHER) () (PARTY OR PARTIES OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ?) |
| S11 | 1071107 | THIRDPARTY OR EXTERNAL OR OUTSIDE OR OUT()SIDE OR SEPARATE OR DIFFERENT OR AGENT OR INTERMEDIARY OR PARTNER? ? |
| S12 | 20892 | (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (-SERVICE? ? OR THIRDPARTY) |
| S13 | 1166770 | BUYER? ? OR PURCHASER? ? OR CONSUMER? ? OR VENDEE? ? OR PROCURER? ? OR BIDDER? ? OR PATRON? ? OR CUSTOMER? ? OR CLIENT? ? OR LICENSEE? ? OR LICENCEE? ? OR SHOPPER? ? OR USER? ? |
| S14 | 2168 | (S1:S6) (3S)S7(3S) (S8:S12) |
| S15 | 1645 | S14(3S)S13 |
| S16 | 1356 | S14(3S) (PASSENGER? ? OR TRAVELER? ? OR TRAVELLER? ? OR CUSTOMER? ? OR TOURIST? ? OR PERSON? ? OR PEOPLE OR PATRON? ? OR CONSUMER? ?) |
| S17 | 58 | (S15 OR S16) (3S) ((SUBSEQUENT OR FEEDBACK OR FEED()BACK OR TREND? ? OR PATTERN? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?)) |
| S18 | 207 | (S1:S6) (3S)S7(3S) (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (VEND?R OR SELLER OR SUPPLIER OR PROVID?R OR - PARTY OR PARTIES OR SOURCE OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ? OR AGENCY OR AGENCIES) |
| S19 | 4 | S18(3S) ((SUBSEQUENT OR FEEDBACK OR FEED()BACK OR TREND? ? - OR PATTERN? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?)) |
| S20 | 58 | S17 OR S19 |
| S21 | 38 | S20 NOT PY>1999 |

? t21/3,k/all

21/3,K/1 (Item 1 from file: 15)
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02517083 116351356

Multiplex retailers versus wholesalers A test of the total value of

purchasing model

Lusch, Robert F; Vargo, Stephen L
International Journal of Physical Distribution & Logistics Management
v28n8 PP: 581-598 1998
ISSN: 0960-0035 JRNL CODE: IPD
WORD COUNT: 7233

...TEXT: that affect total value, in addition to the more traditional and narrow concerns for selling **price** .

Positive analyses

This **trend** in purchasing management toward an emphasis on quality and service, in addition to selling price, is partially supported by empirical studies intended to assess evaluation criteria actually employed by organizational **purchasers** . However, relative attribute importance has been noted to vary across buying situations and product categories...

...modified-rebuy situations. However, they also found that post-purchase evaluation and search for potential **suppliers** was very limited in most industrial rebuy situations. Puto et al. (1985) found evidence of...

...barrier" in industrial buying. Specifically, they found that in a modified-rebuy situation, the current **supplier** was more likely to be selected even when an alternative **supplier** offered less risk (e.g. a guarantee). That is, **supplier** loyalty seemed to mediate risk taking.

Several researchers have noted differential relative attribute importance as...

...product classes.

Wilson (1994) in comparing a review of past studies concerning relative product and **supplier** attributes with a current survey of buying center members, suggests that there has been a...

...important element in this equation. A purchased product's total cost is made up of **initial price** , various direct and indirect costs associated with product quality, and a similar array of costs...

...service required to support acquisition and use of the product. It is not surprising that **purchasers** who strive to minimize total cost **place** greater emphasis on quality and service and less emphasis on price."

Most of the empirical...

21/3,K/2 (Item 2 from file: 15)
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01974788 47841608

PC software

Elzinga, Kenneth G; Mills, David E
Antitrust Bulletin v44n3 PP: 739-786 Fall 1999
ISSN: 0003-603X JRNL CODE: ANB
WORD COUNT: 13640

...TEXT: development toolS.78

For these reasons, it is not surprising that, in real terms, software **prices** generally **trend** down. In fact, many software products' **prices** actually **trend** down in nominal terms.⁷⁹ To induce installed base **users** to incur the switching costs of an upgrade, **vendors** often combine product enhancements while preserving or reducing prices. Piracy is another factor that puts...

...of price. Lower market prices reduce somewhat the incentive to pirate.

VII. Performance

The downward **trend** in PC software **prices** is a positive market performance indicator. Unfortunately, there is no published source of pricing data...

...cycles, multiple distribution channels, and bundling are preeminent factors.

It is possible to examine the **trend** in **prices** for particular products, however. Table 6 exhibits the retail "street" price of successive versions of...

...1990 and 1998. These prices were those advertised by PC Connection, a large software discount **retailer**; each price is the **first price** advertised by PC Connection (on its Web **site** or in PC Magazine) after new products were introduced. From 1990 until 1995 (and the advent of Windows 95), a **user** of Windows required a version of DOS to run underneath Windows. The only retail sales...

...95 added plug and play connectivity, built in TCP/IP networking support, and an improved **user** interface. Windows 98 includes Web browser capability and can support multiple monitors. Controlling for these improvements and other additions that **users** value would mean the real price of Windows fell even more than table 6 suggests. Applications software is not immune to the downward **trend** in **prices** either. Gandel estimated hedonic price equations for PC spreadsheets sold during the years 1986-1991...

21/3,K/3 (Item 3 from file: 15)
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01851261 05-02253

The gas merchant business: Still a place for LDCs?

Herbert, John H

Public Utilities Fortnightly v137n13 PP: 30-39 Jul 1, 1999

ISSN: 1078-5892 JRNL CODE: PUF

WORD COUNT: 4706

...TEXT: industry historically has over-invested in pipeline and storage capacity, and in reserves near production **sites**. Yet today there are a variety of less expensive ways to address this problem.

It...

...sales. For power and gas, however, especially for services sold to residential and small commercial **customers**, this precision is impossible. Unexpected changes in weather skew demand for power and gas significantly between days, weeks and seasons-like no **other service** or commodity.1

Wholesale market price variability for natural gas surfaced in the 1970s. At first it was a relatively simple variability, characterized by a significant upward **price trend**, which led to even more surplus investment. Then, after a downward correction in the mid in the sense of uncertain or difficult to predict price movements appeared for the **first** time.

Price volatility provides significant benefits. It supplies market signals for allocating the commodity in the shortterm...

21/3,K/4 (Item 4 from file: 15)

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01820336 04-71327

Purchasing and the learning curve: A case study of a specialty chemicals business unit

Sinclair, Gavin

Journal of Supply Chain Management v35n2 PP: 44-49 Spring 1999

ISSN: 1523-2409 JRNL CODE: JPR

WORD COUNT: 3939

...TEXT: dollars, the purchasing cost reductions were over 20 times the cost of employing the one **purchaser** devoted to cost reduction opportunities.

SOURCES OF RAW MATERIAL COST REDUCTIONS

The sources of raw material cost reductions were investigated in more detail by analyzing the raw material **price trends** for the 15 major raw materials purchased by the business unit (which accounted for 76...

...would have been spent if all of the volume would have been purchased at the **initial price**.

None of the major raw materials had a significant increase in cost during the study...

...the total raw material cost reduction came from employing improved information to exercise leverage on **suppliers**.

There were two approaches to exercising leverage. The first approach was to combine all of...

21/3,K/5 (Item 5 from file: 15)

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01782678 04-33669

CAD industry leaders' Q&A

Anonymous

Computer-aided Engineering v18n3 PP: 58-64 Mar 1999

ISSN: 0733-3536 JRNL CODE: CAE

WORD COUNT: 3589

...TEXT: and offering of specialized products. This is good news for us as well as our **customers**. A lower base price allowed our **customers** to obtain additional specialized products within their budget. Lower prices also attracted a broader range of new CATIA **users**, including new market segments. With new **customers** we create new product opportunities as we address new market segments. This is a move...

...pricing for value. We re-priced Pro/ENGINEER, and that decision was based on delivering **users** the right functionality at the right price-not everyone needs everything. At new value points...

...mainstream premise was 80% of the functionality for 20% of the price, but now these **vendors** are offering 20% of the functionality for 80% of the price. Offering Pro/ENGINEER for \$5,995 allows more **people** to enter the market- **people** who up until this point were using less sophisticated solutions and had never considered parametric...

...always been "price pressure" in the CAD/CAM/CAE market. The difference has been the **location** of the price. The current **price** movement represents several trends. **First**, **price** is partially a reflection of perceived **consumer** benefit. **Customers** who feel that a new standalone

CAD package inserted into their legacy process provides little...

...larger impact on the payback than the purchase price of the software. Our Solid Edge **users** consistently report that they are able to complete their training in less than one week...

21/3,K/6 (Item 6 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01765236 04-16227

Multimarket equilibrium, trade, and the law of one price

Laury, Susan K; Holt, Charles A

Southern Economic Journal v65n3 PP: 611-621 Jan 1999

ISSN: 0038-4038 JRNL CODE: SEJ

WORD COUNT: 3608

...TEXT: available to traders who buy in the low-priced market and sell in the high- **priced** market. Therefore, the **subsequent** discussion can emphasize how trade affects prices and the reasons for this. Try to get...

...opportunities persist should make it clear that prices will tend to equalize. Next, ask what **buyers** in each market will think about the advent of speculation. The answer should pick up the fact that **buyers** benefit when prices fall and suffer when prices rise. The obvious question, then, is whether...

...Recall that the same units are bought as before trade. However, including the high-value **buyers** (\$7 and \$8) in the thin market more than offsets the exclusion of the low-value **buyers** (\$5 and \$6) in the thick market for a net gain of \$7 + \$8 - \$5...

...small amount to the students, so express it as a percentage of the total earnings (**buyer** surplus) and discuss what this percentage might mean at the economy-wide level when, for...

...demand figure.

You should point out that the increased efficiency comes at the expense of **buyers** in the thick market, who pay a higher price or are shut out of the ...

...tendency for prices to equalize is sometimes referred to in textbooks as the "law of **one price** ." Although this exercise demonstrates its predictive power in a simple market, you might ask for...

...California wine cost the same in California as it does in Japan? This should induce **people** to mention transportation costs. Understanding can be improved by considering the effect of a \$1...

21/3,K/7 (Item 7 from file: 15)

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01763732 04-14723

Strategic service pricing and yield management

Desiraju, Ramarao; Shugan, Steven M

Journal of Marketing v63n1 PP: 44-56 Jan 1999

ISSN: 0022-2429 JRNL CODE: JMK

WORD COUNT: 9571

...TEXT: changes. Given our expectations about $n_{sub B}$ and $n_{sub L}$, we set our **first period price**. When Period 1 sales are low, we should probably lower our price in Period 2. When Period 1 sales are high, we should raise our Period 2 **price**. Here, closed loop **feedback** strategies

are likely to be useful (Lodish 1980).

Conclusions

Our objective was to investigate the...

...applicable. We seek to present, in a concise and rigorous manner, precise conditions in which **different** pricing strategies will be profitable.

21/3,K/8 (Item 8 from file: 15)
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01736324 03-87314

Market-hampering land speculation: Fiscal and monetary origins and remedies
Foldvary, Fred E
American Journal of Economics & Sociology v57n4 PP: 615-637 Oct 1998
ISSN: 0002-9246 JRNL CODE: AES
WORD COUNT: 8823

...TEXT: Speculation

BECAUSE THE FUTURE IS UNCERTAIN, speculators often fail to anticipate correctly the peak and **subsequent** decline in **prices**. Speculation can thus also increase the amplitude of price oscillations. As noted by Joan Robinson...

...the influence of the expert professional speculators alone." Camp followers often lose money, being noise **traders** blindly following the more-informed professionals. But even the professionals can become overconfident.

Speculative demand can thus drive the price higher than that set by the **users** all the way up to the peak, increasing the peak price substantially. This is even...

...as land whose quantity cannot be expanded. After a peak, when the price falls, speculative **sellers** can drive the price to a trough below that which would have taken **place** in the absence of speculation. Smelser (1963, p. 215) notes that "When speculation is rampant, the turning-point is sharper." When actual **users** reduce buying because the price is too high, and investors whose intention is to profit from actual **user** demand and from productivity suspect that the gains are instead coming from speculation, the reduction...anticipated demand. Incorrect anticipation has a negative effect in making the price higher for actual **users** (and reducing the profits of enterprises using the input) when the reduction in quantity occurs...

21/3,K/9 (Item 9 from file: 15)
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01730622 03-81612

Who is tomorrow's customer?
Raphel, Murray
Direct Marketing v61n7 PP: 52-54 Nov 1998
ISSN: 0012-3188 JRNL CODE: DIM
WORD COUNT: 1605

...TEXT: high quality inventory rubbed off to even our popular lower-priced dresses and overalls. The **consumer** "thought" that since we promoted, advertised, and settled in a niche of exclusive, imported, high...

Ginger R. DeMille

...have car spaces set aside not just for handicapped, but also expectant mothers. You can **shop** some Burger Kings and have 20 minutes free time on the Internet. There is a...

...orders overnight by Federal Express. There won't be special days for sales (where the **customer** says, "I might as well wait before I go there. I know they have at least three sales a month..."). Setting the **one -low--price** -every-day **trend** already: WalMart, Toys 'R' Us, Target, K-Mart.

If one store in a chain doesn't...

...so-distant few months (less when you're reading this) is this message: as successful **retailers** and direct marketers, we must change, adapt and adopt our philosophy, direction and yes, our writing, to mirror our quickly changing **customers** and communities.

Working for a company your entire lifetime is no longer guaranteed.
Retiring down...

21/3,K/10 (Item 10 from file: 15)

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01696608 03-47598

List price information in residential appraisal and underwriting

Knight, John R; Sirmans, C F; Turnbull, Geoffrey K

Journal of Real Estate Research v15n1/2 PP: 59-76 1998

ISSN: 0896-5803 JRNL CODE: JRR

WORD COUNT: 5344

...TEXT: aggregation. We also find, however, that market list prices continue to convey important information about **subsequent** selling **prices** in most market segments.

Introduction

The listing price is the starting point of the home...

...signal of home value it performs an important market function from the perspective of both **seller** and **buyer**. For the **seller**, the listing price provides an upper bound for expected offers and eventual selling price in...

...markets. Viewed together with house amenities, the list price may also help identify a "motivated" **seller**. For prospective **buyers**, the listing price is invariably a key parameter for selecting homes to include in a search, and it strongly influences the **buyer**'s initial offer and ultimate purchase price. Inasmuch as many current housing markets are characterized ...

...price may assume increased importance in signaling house values. Because listing chronologically precedes home sales, **trends** in list **prices** in a market may indeed be precursors of **trends** in selling **prices** in the same market. This notion no doubt influenced the Federal National Mortgage Association (Fannie...

...listing prices of comparable unsold homes on the Uniform Residential Appraisal Report (URAR). If listing **prices** inform **subsequent** selling **prices** in a market, the information can be incorporated in the underwriting process, reducing the default...

...houses in the same market to infer a value for the house in question, but **users** of this method face an unavoidable trade-off. On the one hand, using as many...

21/3,K/11 (Item 11 from file: 15)

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01694387 03-45377

Deregulated private water supply: A policy option for developing countries

Cowen, Penelope Brook; Cowen, Tyler

Cato Journal v18n1 PP: 21-41 Spring 1998

ISSN: 0273-3072 JRNL CODE: CTJ

WORD COUNT: 8030

...TEXT: at marginal cost over some specified period of time. Both the fixed fee and the **subsequent** per unit **prices** would be determined by initial contract; Oi (1971) has analyzed the efficiency of this arrangement...

...highly regulated alternatives. In most developing and transition economies the key problem is to get **users** some minimal amount of clean water, not to satisfy all optimality conditions.

Note that the...

21/3,K/12 (Item 12 from file: 15)

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01669087 03-20077

Dealers' hedging of interest rate options in the U.S. dollar fixed-income market

Kambhu, John E

Economic Policy Review v4n2 PP: 35-57 Jun 1998

JRNL CODE: EPV

WORD COUNT: 9389

...TEXT: the whole, transaction volume in the underlying fixed-income markets is large enough to enable **dealers** to manage the risks incurred through their intermediation of price risk in the interest rate...

...liquid hedging instruments is more than large enough to absorb the transaction volume generated by **dealers** ' dynamic hedging. For medium-term maturities, however, an unusually large interest rate shock could cause...

...trading demand that is high relative to turnover volume in the more liquid trading instruments. **Dealers** then face a risk management tradeoff between reducing price risk or incurring the liquidity costs...

...occurring during a currency crisis or a period of high inflation, are likely to present **dealers** with this hedging problem.

In addition to analyzing hedging volume, we examine the term structure...

...large enough to amplify the initial price shock or to affect market liquidity. In asset **price** dynamics, such "positive **feedback** " occurs when an initial price change causes a shift in investor or trader demand that...

21/3,K/13 (Item 13 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01643256 02-94245

Natural monopoly regulation and competition policy in Russia

Slay, Ben; Capelik, Vladimir

Antitrust Bulletin v43n1 PP: 229-260 Spring 1998

ISSN: 0003-603X JRNL CODE: ANB
WORD COUNT: 10164

...TEXT: the large gaps between domestic prices paid by households and state budget organizations, domestic industrial **users**, and foreign **purchasers** imply that relative prices in many natural monopoly sectors are still too low. On the...

...for energy, transport, and telecom services-are convinced that prices must be lowered for industrial **users**, in order to promote economic recovery. Moreover, since at least some of the goods or...

...revenues and profits, these increases weaken pressures on management to reduce costs or to seek **external** financing and potentially submit themselves to **external** corporate control.

IV. Competitive restructuring and price regulation The construction of competitive restructuring regulatory schemes...and revenue data in every relevant time period in favor of defining an intertemporal permissible **price trend**. By simulating the effects of a parametric price on regulated firms, price caps can heighten...

...unstable macroeconomic aggregates (Russia's GDP registered a cumulative 42% decline during 1991-1996, while **consumer** prices registered average annual increases of 647%) and the recasting of the microeconomic environment (due...

21/3,K/14 (Item 14 from file: 15)
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01581653. 02-32642

ROI analysis for purchasing price breaks

Krupp, James A G
Production & Inventory Management Journal v38n4 PP: 28-31 Fourth Quarter 1997
ISSN: 0897-8336 JRNL CODE: PIM.
WORD COUNT: 1777

...TEXT: requisitioned or system-recommended order size.

Initial Unit Price (Cs) (Cell B16): This is the **vendor** cost for the initial order quantity. In considering this "**price**" (and all **subsequent** similar entries), the value must consider the total acquisition cost per unit, not just the...

...in Cells C15 through G15): This comprises the price break quantity(ies) offered by the **supplier**, in ascending order.

Unit Price (Cs) for Each Price Break (entered sequentially, up to 5 entries, in Cells C16 through G16): This comprises the price break(s) offered by the **supplier**, corresponding to each quantity break which appears in the field above it, in ascending order.

This is all the **user** need do in order to utilize this tool; the calculated values in sections 3 through...

...the incremental ROI over the next prior price break; only in the case of the **first price** break quantity is the comparison based on the original suggested order quantity. (If the **user** wishes to provide an analysis based on the cumulative effects of multiple price breaks, this is simple enough to add to the analysis worksheet as a **separate** calculation. This may, however, be confusing to the **user**; the decision as to whether to accept each price break should be based on its...

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01558712 02-09701

Treasury auctions: What do the recent models and results tell us?

Nandi, Saikat

Economic Review (Federal Reserve Bank of Atlanta) v82n4 PP: 4-15 Fourth Quarter 1997

ISSN: 0732-1813 JRNL CODE: ECR

WORD COUNT: 8151

...TEXT: of the model is that it is able to address the issue of the temporal **pattern** of **price** volatility in the postauction when-issued market. The authors find that auction surprises elicit a...

...neutral bidders, it is well known that a second-price auction is superior to a **first - price** auction because the extent of bid shading due to the winner's curse in the...

...price auctions) yield higher revenues to the Treasury than discriminatory auctions (that are similar to **first - price** auctions).

The theoretical papers that have been discussed so far take into account the strategic...fact, prompted the Treasury to consider alternative formats. Nor do they recognize the fact that **bidders** do communicate before the auction. These two issues are addressed next,

Communication among Bidders

It seems possible that competitive dealers indulge in mutual communication before submitting bids for an...

21/3,K/16 (Item 16 from file: 15)
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01544871 01-95859

The windfall tax

Chennells, Lucy

Fiscal Studies v18n3 PP: 279-291 Aug 1997

ISSN: 0143-5671 JRNL CODE: FCS

WORD COUNT: 5423

...TEXT: their consumers.

(Table Omitted)

Captioned as: TABLE I

The precise regulatory regimes vary between the **different** industries but are essentially based on a system of price caps, which set upper limits...

...set at privatisation, to be reviewed by the regulator periodically. They were designed to protect **consumers** from unwarranted price increases, and at the same time to leave companies with an incentive hold on to the benefits of additional costcutting for the period up to the **next price** review. It is possible that these **initial price** caps were not tough enough, so that the benefits of high returns achieved by some companies accrued more to shareholders than to **consumers**. A related criticism has been that regulators have had difficulty in obtaining accurate information from...

...sets out the details of the companies covered, how the tax is

distributed between the **different** sectors and how those amounts have been calculated.4 1. Scope of the Tax The...

...Wales; the English electricity generators --National Power and PowerGen; the Scottish combined electricity generators and **distributors** - Scottish Power and Scottish Hydro-Electric; the company responsible for electricity transmission, distribution and supply...

...and was worth 3.5 billion five years later payments of 50 per household in **customer** rebates made when the Grid was demerged from the RECs are likely to have been...

21/3,K/17 (Item 17 from file: 15)
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01403438 00054425

Conditional price trends in the aftermarket for initial public offerings
Affleck-Graves, John; Hegde, Shantaram; Miller, Robert E
Financial Management v25n4 PP: 25-40 Winter 1996
ISSN: 0046-3892 JRNL CODE: FMG
WORD COUNT: 8380

...TEXT: our results in Section V. The paper closes with a brief summary and conclusion.

I. **Trends** in Stock **Prices**

Evidence of significant **trends** in stock returns is receiving increasing attention in the finance literature. Early examples of such...turn out to be underpriced with those that are overpriced.

Only Miller and Reilly (1987) **separate** the performance of initially underpriced and overpriced IPOs. They find that over the first 20...

...The price formation process for IPOs may be susceptible to the existence of significant conditional **price trends** in the short-run aftermarket for several reasons. First, there exists a growing body of...

...extremely difficult. Consequently, the initial return on an IPO (i.e., the difference between the **first** market **price** and the offer price) reveals significant information because it provides the first public indication that...

...signaling theories (see Allen and Faulhaber, 1989; Grinblatt and Hwang, 1989; and Welch, 1989) the **initial** market **price** provides a signal of the quality of the IPO.

Second, the **first** market **price** may fail to reflect fully all available information because of the potentially fragmented market for...

...typically small and the underwriters, often facing excess demand, ration new issues to their regular **clients**, who constitute a small subset of potential investors. Initial trading in the aftermarket serves to disseminate information about the value of IPOs to other investors. While **initial** upward **price** movement of underpriced IPOs spreads favorable information, the available supply of shares is restricted because...

...in a sequence of daily positive returns. In the case of an overpriced issue, the **first** market **price** fails to reflect the available information because of price stabilization by the underwriting syndicate. As the syndicates disband at varying times for the **different** IPOs, this leads to gradual downward price adjustment on average and sequential negative daily average...

...Such effects, however, may be offset by incentives provided by the syndicate to induce informed **traders** to reveal their private information while the offering price is being set. For example, in Benveniste and Spindt (1989) and Benveniste and Wilhelm (1990) informed **traders** have an incentive to understate their interest in a new issue in the premarket, but ...

...new issues by underwriters and of informationally fragmented markets for IPOs may lead to conditional **price trends** in the short-run aftermarket for IPOs.

II. Data and Research Method

Our sample consists...

...1975-1991 period. Issue characteristics were obtained from Going Public: The IPO Reporter and the Investment **Dealers** Digest, and price information was collected from the Center for Research in Security Prices (CRSP)

21/3,K/18 (Item 18 from file: 15)
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01358992 00-09979

Buying energy effectively

Tyler, Geoff

Management Accounting-London v75n1 PP: 48-50 Jan 1997

ISSN: 0025-1682 JRNL CODE: MAC

WORD COUNT: 3037

...TEXT: best.

Unless:

(a) Users find suppliers offering cut-throat prices to gain market share.

(b) **Users** go to the market armed with full details of their gas and electricity consumption patterns...

...contract, there seems to be a consensus. The vast majority are of one year with **customers** ' renewal options, or of a few years with annual opt-outs. The opinion is that there are still enough **price trends** to make a fresh look each year worthwhile but that six-monthly reviews would produce...

...is also the problem of knowing just what one should be paying. A clutch of **suppliers** might be beaten down if one knows the market norm and can use it as...

...Price Trak, a service which uses pooled data sent in confidence by gas and electricity **users** of their actual energy purchases. There is a **separate** , more detailed version for oil prices. The service has regular bulletins but also provides hotline support and personalised analyses of one 's **price** achievements against one's industry sector norms.

All that said, the shuffling of market shares between the main gas **suppliers** shows that they are still actively stealing business from each other. The main players are...

...British Fuels, eGas, Business Gas, Gas Direct, Kinetica, Mobil Gas, Quadrant and Southern. The main **suppliers** in the electricity market are still the metamorphosed regional electricity boards with the best prices...

21/3,K/19 (Item 19 from file: 15)
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01320276 99-69672

Beyond value

Benezra, Karen

Mediaweek Superbrands Supplement PP: 14-16+ Oct 7, 1996

ISSN: 1055-176X JRNL CODE: MEW

WORD COUNT: 2677

...TEXT: fix. Philip Morris' 40-cents-a-pack price cut on Marlboro cigarettes set the low- **price pattern** in 1993 in an attempt to stem share erosion. Cereal makers followed this year with...

...the company claims has cut list prices by an average 6% across its portfolio, saving **consumers** \$2 billion over the past three years. P&G hit several bumps in the early...

...a technological upgrade with its "ultra" concentrated cleaning products. The value message here was twofold: **consumers** would no longer have to schlep home such bulky bottles, while the scaled-down packages...

...development funds and performance allowances, as long as the money is used to draw more **consumers** to its brands. "It's still a case of tough love," said Harris. "Retailers don..."

21/3,K/20 (Item 20 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01318365 99-67761

PX prices retreat on worldwide basis

Brand, Tony

Chemical Market Reporter v250n15 PP: 3, 13 Oct 7, 1996

ISSN: 0090-0907 JRNL CODE: CHM

WORD COUNT: 1201

...TEXT: cents at the beginning of the year.

With downward pressure still being applied by other **buyers**, US pricing remains unsettled and has the potential to lose further ground.

In Europe the...

...between 20 and 21 cents last quarter. The price seems to be reasonably stable, a **supplier** says, but depending on contract settlements in other parts of the world, there may be...

...is strong pressure on producers for even lower prices.

"This is the start of a **trend** to have global **prices** for paraxylene in parity," a supplier says. In the past, prices varied from region to...

21/3,K/21 (Item 21 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01185147 98-34542

Shopping around for a juicier contract

Bennell, Peter

Purchasing & Supply Management PP: 16-20 Feb 1996

ISSN: 0309-7242 JRNL CODE: PSU

WORD COUNT: 1533

...TEXT: Contract length

One aspect of the buying process that should form a central theme for **purchasers** is the length of contract. Whilst annual contracts may appear attractive, thanks to the fact...

...each year can be costly in terms of time and resources - particularly for multi-site **purchasers** where recalculations during negotiations can be complex - and with prices already low, savings are becoming increasingly small.

Experience at Eastern has shown that **customers** with 24 or 36 month contracts have generally found better value deals. In a competitive market, **suppliers** cannot offer prices away from the market price and so **purchasers** make the savings they are looking for. But longer contracts also allow a relationship to be built between **customer** and **supplier** which, in turn, can lead to considerable benefits beyond lower prices. When a **supplier** understands the **customer**'s needs, help can often be offered by tailoring the contract precisely or adjusting the consumption pattern. **Suppliers** can also help with questions of contracting and energy efficiency. One **customer** in the food processing business even found that Eastern was able to help with the...

...have been agreed, then both parties have a basis for discussion and understanding of the **subsequent** contract **price** and conditions. Price, naturally, remains of key interest to **purchasers**, but the comparison of various offers can be awkward with figures presented in very **different** formats by the various **suppliers**.

A number of software packages are available, designed to compare offers on a like for...

...Appraise 2000, but the final decision shouldn't be based solely on money. Although, in **one** sense **price** is key, because you are basically buying a commodity, it is also very important to look at the basis on which the **supplier** has put the tender together. Discussion with your **supplier** should reveal the optimum length for your contract and it is worth seeing if services...

...and how frequently? Details such as these can be vital, allowing you, your accountants and **site** managers to make full use of the available information. At Eastern Electricity we are very mindful of the contrasting working, accounting and management cycles of **different** industries.

Some of our customers, often those with a large number of sites, want the ...

21/3,K/22 (Item 22 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01017364 96-66757

Behavior of retail prices: A note on market integration in the U.S.

Pryor, Frederic L

Eastern Economic Journal v21n1 PP: 83-95 Winter 1995

ISSN: 0094-5056 JRNL CODE: EEJ

WORD COUNT: 5695

...TEXT: ISSUES AT STAKE

The key element in testing a dynamic version of the law-of- **one** - **price** is the determination that the share of transportation costs in total costs has declined since...

...rate of 3.2 percent.(1) This was considerably lower than the increase of the **consumer** price index (CPI), and it was also lower than for any

commodity group under consideration in the statistical analysis below, except clothing. Such data on relative **price trends** say nothing, of course, about changes in cost shares. But if we make the reasonable assumption that the price elasticity of transportation expenditures for producers and **retailers** is less than unity, then the share of transportation costs, measured in current prices, should...

...prices across the five large cities used in the sample have changed enough to influence **trends** in **price** variations. Thus, falling transportation costs are the key.

Five reasons can be offered to explain why the dynamic version of the law-of- **one - price** might not apply in the domestic economy at the retail level when comparing average prices...

...across large cities.

Rising Search Costs

The narrowing of price differences across space assumes that **consumers shop** assiduously for the lowest price with little regard to the cost of search. But analysis...

...such a search is relatively inexpensive and the potential savings are great. For instance, some **consumers** wishing to buy a new automobile are willing to search a considerable distance from their...

...unless the good is bought repeatedly. In the course of economic growth, the value of **shoppers** ' time rises since the value of alternative uses of time increases with a rising per capita income. Thus, as per capita income rises we would expect less search by **consumers** , especially for heterogeneous goods. As a result, we would also expect price dispersion over space...

21/3,K/23 (Item 23 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00987969 96-37362
Getting a great deal in today's market
Edgerton, Jerry
Money v24n3 PP: 140-142+ Mar 1995
ISSN: 0149-4953 JRNL CODE: MON
WORD COUNT: 2031

...TEXT: hassles stereotypically associated with buying used. (Photos omitted)

Here, in MONEY's fourth annual car **buyer** 's report, we'll usher you through these two alternatives to the car-buying routine...

...IntelliChoice. The tables begin on page 149. (Tables omitted)

Before you set foot on any **dealer** 's lot, however, you should take a reading of today's market. You may discover...

...averages can deceive. "The sticker price gap does not reflect the real cost to the **consumer** ," says Susan Jacobs of Jacobs & Associates, a Rutherford, N.J. auto consulting firm. Despite a...
...9% of the 15,000 U.S. dealers now take the mild-mannered approach. But **one - price** marketing suffered a bloody nose in December when, at the insistence of its **dealers** , Buick opted out of General Motors' value price program. In value pricing, **dealers** sell well-equipped vehicles at supposedly firm list prices about 6% more than **dealer** cost, roughly half the usual markup. Inevitably, however, some **dealers** broke ranks and accepted prices below sticker. Oldsmobile and Saturn continue to use value

pricing...

...Nevertheless, some analysts believe that Buick's backpedaling may have signaled the peak in the **one - price trend**.

A MANUFACTURER-SUBSIDIZED LEASE MAY BE YOUR BEST DEAL. Careful, though: Leases are not for...

...drop off," advises James Bragg, author of In the Driver's Seat: The New Car **Buyer**'s Negotiating Bible (Random House, \$12). "If you pay for a car in four years...

...also keep you from having to sell a used car in what may be a **buyers**' market a few years from today. Don't discount this risk: Leases now make up ...

21/3,K/24 (Item 24 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00899362 95-48754
Consolidated return intercompany transaction regulations: Clearly reflecting income is clearly not simple (Part I)
Axelrod, Lawrence M
Tax Executive v46n4 PP: 269-280 Jul/Aug 1994
ISSN: 0040-0025 JRNL CODE: TXE
WORD COUNT: 9666

...TEXT: the principles of the matching rule as if B resold the land to a nonmember **affiliate** for a cash payment equal to B's adjusted basis in the land. (The deemed...

...division (but not the B division) were transferred by the single corporation to an unrelated **person** at the time of P's sale of the S stock. Thus, B continues to...as a result of B's deemed sale of the property to a non member **affiliate** (a related **person** with the meaning of section 1239(b)). (The results will be the same if P...

...as if the asset previously sold in the intercompany transaction were sold to a related **person**, in every case. This characterization is intended to apply notwithstanding the reality of the matter...
...the example of the intercompany sale of a building for a price beyond S's **initial purchase price**, and the **subsequent** sale of more than 50 percent of B's stock to an unrelated **person**. Clearly, if the stock of B were sold first and then the building were sold...

...not intended to recharacterize capital gain on the sale of depreciable property to an unrelated **person** as ordinary. In a **separate** return context, section 1239 could operate in an overkill manner, because at the time of...

...will continue to hold the property for the remainder of its depreciable life. If the **buyer** and **seller** do not join in filing consolidated returns, matching is impracticable, and thus the selling member...

...instead, automatically treat S's gain as if the property were sold to a related **person**. The result is in contrast to the result that would be obtained if the asset itself were sold to an unrelated **person**. (58) Absent the application of section 1239, S would still be required to report ordinary...

21/3,K/25 (Item 25 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00889770 95-39162

The relative importance of supplier selection criteria: A review and update
Wilson, Elizabeth J
International Journal of Purchasing & Materials Management v30n3 PP:
35-41 Summer 1994
ISSN: 0094-8594 JRNL CODE: JPR
WORD COUNT: 3634

...TEXT: important over the years, while delivery is not as important as it used to be. **Price trends**, however, are different for the two types of products. For political problem products, significance of...appears that there has been a shift away from price as a primary attribute in **supplier** selection. Price was ranked second in importance in early studies, while it tended to be less important in the current examination of **supplier** selection criteria.

A second research question asked how **supplier** selection criteria have changed over time. The examination of studies conducted in 1974, 1982, and ...

21/3,K/26 (Item 26 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00858866 95-08258

BA World Offer angers agents
Fox, Harriot Lane
Marketing PP: 5 Mar 31, 1994
ISSN: 0025-3650 JRNL CODE: MAR
WORD COUNT: 247

TEXT: British Airways is jeopardising long-standing relationships with travel agents by launching its **first** ever **price** -fighting brand, World Offer.

Riaz Dooley, founder of the UK's **first** cut- **price** bucket **shop**, the Travel Bazaar, said: "This will backfire on BA by antagonising travel agents. It is offering the same fare to both ticket **wholesalers** and **customers**."

World Offer is an umbrella brand for discounted economy class tickets to destinations identified as...

...capacity. It replaces one-off special offers and bulk sell-offs through bucket shops and **wholesalers**. There are 52 destinations available during the initial three-week booking period. **Subsequent offers** will run end-to-end for a fortnight at a time.

To stem any possible negative feelings, BA **merchandisers** are this week visiting 1750 travel agents over a period of three days as part...

21/3,K/27 (Item 27 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00832159 94-81551

NAVA Patterns 2.0
Anonymous
Futures: The Magazine of Commodities & Options v23n3 PP: 58 Mar 1994
ISSN: 0746-2468 JRNL CODE: CMM

ABSTRACT: If a **trader** wants something **different** in technical analysis,

Nava Development Corp.'s Patterns could be worth a look. Patterns takes a unique approach by identifying recurring bar chart **patterns** that indicate future **price** direction. The **patterns** can be detected in either the standard bar chart format or with recently popularized candlestick charts. The program first is used to research **price patterns**, finding those consistently followed by up or down price moves. As the **user** discovers these patterns, they are stored in a library. This library is then scanned on...

...daily basis to see if the current bar chart formation matches any of the stored **price patterns**. Installation of the Patterns program is routine. The program does not use any esoteric mathematical...

...to determine pattern matching. Instead numerous Pattern-IDs are used that define the relationship of **one price** to another.

21/3,K/28 (Item 28 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00798864 94-48256

Return on capital employed in the National Health Service

Humphreys, Gordon; Shaw-Taylor, Bill

Management Accounting-London v71n11 PP: 28-30 Dec 1993

ISSN: 0025-1682 JRNL CODE: MAC

WORD COUNT: 2862

...TEXT: from other localities and manifesting the 'tour operator syndrome', of which the symptoms are angry **customers** finding out that the **person** sitting next to them on the plane has paid only half the price for the same holiday.

What mechanism prevents the Cosy-glow Cornflake Company from selling at **one price** to Tesbury and another to Sainco? There are no rules issued by a National Grocery Service, but supermarket giants may, for example, insist in their contract that the **supplier** undertakes not to sell to anyone else at a lower price, including any quantity rebates. The **supplier** can decline if he wishes! There is nevertheless scope for ingenious **suppliers** to reward the **customer** for more business by assistance with promotions, staff training, undertaking to deliver in the middle of the night... The conventional deterrent is that a **customer** who learns that another **customer** has been charged lower prices will, at the **next price** negotiation, hurl the evidence in the teeth of the **supplier** and insist on equal treatment plus compensation for past overcharges. The outcome will depend on who uses most leverage.

A crafty ruse used by **retailers** selling, say, dishwashers and claiming never to be beaten on price is to arrange that their supplies of a branded machine are labelled with a slightly **different** model number so that they can claim non-equivalence. More honest, perhaps, is a hotel selling at **different** rates to two tour operators, providing 'free' wine to **clients** covered by the higher-price contract: the higher specification does not have to be pro...

...enough to reduce their revenue costs in capital or other areas is passed directly to **purchasers** who will use it to purchase better quality and a greater quantity of healthcare rather...

21/3,K/29 (Item 29 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00726596 93-75817

An Analysis of Potential Treasury Auction Techniques

Reinhart, Vincent
Federal Reserve Bulletin v78n6 PP: 403-413 Jun 1992
ISSN: 0014-9209 JRNL CODE: FRS
WORD COUNT: 6545

...TEXT: auctioneer can just as well cry out an ascending sequence of prices to the gathered **bidders**, stopping the auction when enough are willing to take down the total issue. Such a...

...until the volume demanded is smaller than the issue. When that point is reached, the **seller** knows that the price just previously called out is the highest price consistent with placing...

...the primary market. Everyone who bids at the top price and some fraction of the **bidders** at the previous price not in the top group receive awards at that lower price. (6) As the auctioneer calls out an increasing price list, **bidders** receive news that participants prize the security more highly than those low quotes. In effect...

...highly, the auction stops before the price is pushed too far up when the other **bidder** drops out.

In 1961, Vickrey established that the four major auction formats provide equal proceeds...

...individual valuations are independent. Obviously, the Treasury market violates this assumption, as the value that **bidders** place on the security reflects an imperfect estimate of the **price** in **subsequent** market trading--that is, **bidders** in a Treasury auction care about the common value of the security. In the common...

...the greatest proceeds to the seller under many circumstances. (7) Essentially, in such an auction, **bidders** condition their behavior on the highest expressed value of the security and shade their bids...

...have incentives to shade their bids to avoid the winner's curse. As a result, **customers** have an incentive to pool their bids with dealers so that a combination of bids with a **customer** to corner a significant portion of one auction--70 percent under the current rules. This...

...popular candidate to replace the current format, may make these strategies less expensive for the **purchasers** than they would be under current practice. The strategic **purchaser** could corner the issue by bidding substantially more than the market consensus but pay a...

21/3,K/30 (Item 30 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00568417 91-42769
Big Oil Strikes a Gusher
Lucas, Peter
Credit Card Management v4n5 PP: 40-46 Aug 1991
ISSN: 0896-9329 JRNL CODE: CCM

...ABSTRACT: make the switch in recent months are Chevron Co. USA and Mobil Oil Co. The **one - price -fits-all trend** is less than a year old, but the early returns are impressive, Oil card issuers are reaping millions of new accounts. Select **dealers** report that card usage is up 10% to 20% and that gallons sold have increased...

...tier pricing was made after several years of careful study and listening to cardholder complaints. **Dealers** say that the industry's shift back to single pricing came just in time. Now they can compete for cash and credit **customers**.

21/3,K/31 (Item 31 from file: 15)
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00545476 91-19821

Motor Oil Update

Chanil, Debra
Discount Merchandiser v31n4 PP: 32-39, 74 Apr 1991
ISSN: 0012-3579 JRNL CODE: DMD
WORD COUNT: 3583

...TEXT: Though prices have leveled off substantially recently, I do not expect to see any downward **trend** in **price** in the near future."

In response to rising prices, the Midwestern chain **buyer** reports definite slowdown in purchases," except for a sharp increase in sales during October and November, which suggests that **customers** were stocking up as a hedge against even higher prices. "I think there will be...

...State. According to company spokesman Ben Faulkner, "It got to the point where our own **distributors** could buy our products cheaper from discount stores who were giving it away than they...

...State implemented what the company refers to as "level yet fair competitive pricing for all **customers** ." The policy led to a marked rise in price. Quaker State instituted two additional price...

21/3,K/32 (Item 1 from file: 75)
DIALOG(R) File 75:TGG Management Contents(R)
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00226476 SUPPLIER NUMBER: 19540133 (USE FORMAT 7 FOR FULL TEXT)
Conditional price trends in the aftermarket for initial public offerings.
Affleck-Graves, John; Hegde, Shantaram; Miller, Robert E.
Financial Management, v25, n4, p25(16)
Winter, 1996
ISSN: 0046-3892 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 9540 LINE COUNT: 00812

... our results in Section V. The paper closes with a brief summary and conclusion.

I. Trends In Stock Prices

Evidence of significant **trends** in stock returns is receiving increasing attention in the finance literature. Early examples of such... turn out to be underpriced with those that are overpriced.

Only Miller and Reilly (1987) **separate** the performance of initially underpriced and overpriced IPOs. They find that over the first 20...

...The price formation process for IPOs may be susceptible to the existence of significant conditional **price trends** in the short-run aftermarket for several reasons. First, there exists a growing body of... extremely difficult. Consequently, the initial return on an IPO (i.e., the difference between the **first market price** and the offer price) reveals significant information because it provides the first public indication that...

...signaling theories (see Allen and Faulhaber, 1989; Grinblatt and Hwang, 1989; and Welch, 1989) the **initial market price** provides a signal of the quality of the IPO.

Second, the **first market price** may fail to reflect fully all available information because of the potentially fragmented market for...

...typically small and the underwriters, often facing excess demand, ration

new issues to their regular **clients**, who constitute a small subset of potential investors. Initial trading in the aftermarket serves to disseminate information about the value of IPOs to other investors. While **initial** upward **price** movement of underpriced IPOs spreads favorable information, the available supply of shares is restricted because...

...in a sequence of daily positive returns, in the case of an overpriced issue, the **first** market **price** fails to reflect the available information because of price stabilization by the underwriting syndicate. As the syndicates disband at varying times for the **different** IPOs, this leads to gradual downward price adjustment on average and sequential negative daily average...

...Such effects, however, may be offset by incentives provided by the syndicate to induce informed **traders** to reveal their private information while the offering price is being set. For example, in Benveniste and Spindt (1989) and Benveniste and Wilhelm (1990) informed **traders** have an incentive to understate their interest in a new issue in the premarket, but ...

...new issues by underwriters and of informationally fragmented markets for IPOs may lead to conditional **price trends** in the short-run aftermarket for IPOs.

II. Data and Research Method
Our sample consists...

...1991 period. Issue characteristics were obtained from Going Public: The IPO Reporter and the Investment **Dealers** Digest, and price information was collected from the Center for Research in Security Prices (CRSP...

21/3,K/33 (Item 2 from file: 75)
DIALOG(R)File 75:TGG Management Contents(R)
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00220113 SUPPLIER NUMBER: 54035817 (USE FORMAT 7 FOR FULL TEXT)
Strategic service pricing and yield management.
Desiraju, Ramarao; Shugan, Steven M.
Journal of Marketing, 63, 1, 44(1)
Jan, 1999
ISSN: 0022-2429 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 12008 LINE COUNT: 00975

... changes. Given our expectations about (n.sub.B) and (n.sub.L), we set our **first** period **price**. When Period 1 sales are low, we should probably lower our price in Period 2. When Period 1 sales are high, we should raise our Period 2 **price**. Here, closed loop **feedback** strategies are likely to be useful (Lodish 1980).

Conclusions
Our objective was to investigate the...

...applicable. We seek to present, in a concise and rigorous manner, precise conditions in which **different** pricing strategies will be profitable. Therefore, we focus on ultimate objectives such as profit maximization...

21/3,K/34 (Item 3 from file: 75)
DIALOG(R)File 75:TGG Management Contents(R)
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00218681 SUPPLIER NUMBER: 53450213 (USE FORMAT 7 FOR FULL TEXT)
Who is tomorrow's customer?
Raphel, Murray
Direct Marketing, 61, 7, 52(3)
Nov, 1998

ISSN: 0012-3188 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1655 LINE COUNT: 00129

... but switch to Saguaro brand in Phoenix.

Does this mean everything each store carries is **different** ? No. In fact the inventory varies, at most, by 20 percent. But the **customer** feels the store in their community only carries what that community wants to buy.

When...high quality inventory rubbed off to even our popular lower-priced dresses and overalls. The **consumer** "thought" that since we promoted, advertised, and settled in a niche of exclusive, imported, high ...

...have car spaces set aside, not just for handicapped, but also expectant mothers. You can **shop** some Burger Kings and have 20 minutes free time on the Internet. There is a...

...orders overnight by Federal Express. There won't be special days for sales (where the **customer** says, "I might as well wait before I go there. I know they have at least three sales a month..."). Setting the **one** -low-price -every-day **trend** already: Wal-Mart, Toys 'R' Us, Target, K-Mart.

If one store in a chain...

...so-distant few months (less when you're reading this) is this message: as successful **retailers** and direct marketers, we must change, adapt and adopt our philosophy, direction and yes, our writing, to mirror our quickly changing **customers** and communities.

Working for a company your entire lifetime is no longer guaranteed.

Retiring down...

21/3,K/35 (Item 4 from file: 75)

DIALOG(R) File 75:TGG Management Contents(R)

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00156281 SUPPLIER NUMBER: 13902434 (USE FORMAT 7 FOR FULL TEXT)

Price premium variations as a consequence of buyers' lack of information.

(includes appendices)

Rao, Akshay; Bergen, Mark E.

Journal of Consumer Research, v19, n3, p412(12)

Dec, 1992

ISSN: 0093-5301 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 8825 LINE COUNT: 00773

... Price Premiums--Search Products. For products with search attributes price premiums can exist only if **buyers** do not expend the effort necessary to examine quality prior to purchase. When **buyers** ' search costs vary, some sellers will sell at prices commensurate with delivered quality, while others can take advantage of the ignorance of some **consumers** and charge a high price that may include a price premium (Tellis and Wernerfelt 1987...

...due to incomplete search.

A critical factor that drives the presence of price premiums is **buyers** ' desire for quality. The **buyer** of a product receives some utility or benefit from each unit of the product purchased. This utility is influenced by the quality of the product as well as the **buyers** ' quality consciousness or desire for quality (Shapiro 1983). In other words, **buyers** who are concerned about product quality are likely to have a higher utility for quality products than **buyers** who are unconcerned about quality. Since quality-conscious **buyers** have a higher utility for quality products, they will have more incentive to search for information about the product's quality. Because **buyers** can successfully engage in a greater amount of search for products with search attributes, quality-conscious **buyers** will be able to discern the actual level of attributes present in a product and...

...out that a price higher than justified by attribute levels is being

charged, quality-conscious **buyers** will tend not to buy. Conversely, **buyers** who are relatively less quality conscious will likely not search as much for attribute information...

...price being charged is excessive, relative to product quality. Thus, for search products, such uninformed **buyers** may pay a price premium. Consistent with this thinking, Tellis and Wernerfelt (1987) observe that "the equilibrium correlation between price and quality increases with the number of informed **consumers** in the market". Thus, the greater the amount of search **buyers** engage in, the less likely it is that opportunistic sellers can extract price premiums. This argument suggests the following hypothesis:

H1: For products with search attributes, **buyers** ' tendency to offer price premiums will decrease with their quality consciousness.

For experience products, the prevalence of price premiums is not a consequence of uninformed **buyers** allowing **sellers** to charge them a price premium. Rather, as we argue **next** , **price** premiums reflect a fee that **buyers** pay to insure **seller** honesty.

Intuition for Price Premiums--Experience Products. If the products are predominantly composed of attributes...

...be assessed only after purchase and use (i.e., experience products |Nelson 1970

), then the **buyer** will be unable to assess the product's quality prior to purchase (e.g., durability...

...an automobile). Though willing to pay a high price for high quality, the quality-conscious **buyer** realizes that, unless repeat purchases exist, **sellers** ' claims of high quality with an accompanying high price are not necessarily credible; the **seller** could simply provide low quality while charging the high price (i.e., the **seller** would cheat).(3)

To overcome this problem, the **buyer** has numerous options. On the one hand, legal contracts and performance bonds can be required. When such mechanisms cannot be easily put in **place** , the **buyer** may pay the **seller** a monetary incentive that provides more than adequate compensation (price premium) for the added cost...

...a continued source of such an incentive (i.e., repeat purchases), as long as the **seller** is not discovered to have compromised on quality (Klein and Leffler 1981; Rubin 1990; Shapiro...

...in our stylized fact regarding the Indian housewife purchasing milk.) When offered this price premium, **sellers** have two options. They can cheat, earn the additional profit represented by (1) the price...

...will accrue from providing low quality, and suffer the loss of future income from the **buyer** who will likely be disenchanted with such dishonest **sellers** . Alternatively, **sellers** may not cheat and may consequently receive a stream of price premium payments from future transactions. The **seller** must be persuaded that the present value of profits accruing from the price premiums from...

...premiums granted over numerous future time periods must be greater than the profit available from **one** large **price** premium payment today. Thus, a price premium can be viewed as a fee to assure honesty that compensates the **seller** for the opportunity cost of not cheating, and the repeat purchase potential assures **sellers** of a stream of future income that is higher than the profit that they would...

21/3,K/36 (Item 5 from file: 75)
DIALOG(R)File 75:TGG Management Contents(R)
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00155727 SUPPLIER NUMBER: 13769568 (USE FORMAT 7 FOR FULL TEXT)

Relationship-specific assets and the pricing of underwriter services.

James, Christopher

Journal of Finance, v47, n5, p1865(21)

Dec, 1992

ISSN: 0022-1082

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 8563

LINE COUNT: 00688

... the results.

I. Pricing Underwriter Services

A. Background: Pricing with Setup Costs

In many markets, **buyers** and **sellers** invest in durable transactor or relationship-specific assets. Williamson (1979) defines a durable transactor-specific...

...asset that is required for the transaction but not marketable or transferable to transactions involving **different** parties. Examples of transactor-specific assets include firm-specific training in labor markets and firm...

...relationship with a bank. In such markets, if transactions are expected to recur, then the **buyer** (or **seller**) realizes that selecting a particular **supplier** creates bilateral monopoly power. In particular, the existence of a transactor-specific asset creates a "lock in" effect by making it costly to switch **suppliers**. Therefore, even if the market is perfectly competitive ex ante, once the relationship is established...

...and Alchian (1978), Farrell and Shapiro (1989), and DeAngelo (1981)). In particular, when the incumbent **supplier** can earn quasi rents arising from the switching costs, competition among potential **suppliers** at the initial award stage results in discounting, i.e., setting the **initial price** below marginal cost by the present value of the costs of switching.

The nature of...

...be useful in underwriting subsequent offerings.(1) The investment banker may also identify an informed **client** base for the firm's stock which is also a durable transactor-specific asset (see...

...are important differences that may affect the pricing of underwriter services.(2) For example, a **seller**'s willingness to discount the **initial price** when there are setup costs is based on the expectation that quasi rents will be...

...will be to switch underwriters. Therefore, the less likely a firm is to make a **subsequent offer** and the longer the expected time until a subsequent issue, the less important will be...

21/3,K/37 (Item 6 from file: 75)

DIALOG(R)File 75:TGG Management Contents(R)

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00153657 SUPPLIER NUMBER: 12396169 (USE FORMAT 7 FOR FULL TEXT)

Brand choice, purchase incidence, and segmentation: an integrated modeling approach. (includes appendix)

Bucklin, Randolph E.; Gupta, Sunil

Journal of Marketing Research, v29, n2, p201(15)

May, 1992

ISSN: 0022-2437

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 11084

LINE COUNT: 00985

... to scanner panel data on liquid laundry detergents revealed two choice segments with significantly different **price** and promotion response **patterns**. Each of those choice segments was also associated with two incidence segments with distinct response...

...We found approximately one-third of the households in our study to be characterized by **different** degrees of response between their choice and

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incidence behaviors. Many households that had a tendency...

21/3,K/38 (Item 7 from file: 75)

DIALOG(R)File 75:TGG Management Contents(R)

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00152248 SUPPLIER NUMBER: 11912008 (USE FORMAT 7 FOR FULL TEXT)

Consumer price and promotion expectations: an experimental study.

Kalwani, Manohar U.; Yim, Chi Kin

Journal of Marketing Research, v29, n1, p90(11)

Feb, 1992

ISSN: 0022-2437

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 7251

LINE COUNT: 00684

... Merrill Carlsmith, Jonathan L. Freedman, Thomas K. Landauer, and
Saleng Tom, Jr. (1969), "Effect of **Initial** Selling **price** on **Subsequent**
Sales," Journal of Personality and Social psychology, 11 (4), 345-50.
Doyle, Peter and John...

Ginger R. DeMille

? show files;ds

File 348:EUROPEAN PATENTS 1978-2005/Mar W03

(c) 2005 European Patent Office

File 349:PCT FULLTEXT 1979-2005/UB=20050324,UT=20050317

(c) 2005 WIPO/Univentio

| Set | Items | Description |
|-----|---------|--|
| S1 | 53231 | (MASTER OR CENTRAL OR MAIN OR CHIEF OR PRIMARY OR PRIME OR PRINCIPAL OR MAJOR OR LEAD OR PRINCIPAL) (2W) (CONTROLLER? OR PROCESSOR? ? OR COMPUTER? ? OR CPU OR SERVER? OR HOST? ?) |
| S2 | 72526 | NETWORK(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) OR (BROADCAST OR SATELLITE OR CABLE OR CELLULAR OR TELEPHONE OR PHONE OR WIRELESS OR WAP) () (SERVICE OR SUPPL??? OR DEALER?) |
| S3 | 34066 | NETWORK(4N) (VENDOR? ? OR SELLER? ? OR SERVICE? ? OR COMPAN- ???) |
| S4 | 24751 | CONTENT(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) |
| S5 | 53674 | SELLER? ? OR VEND?R? ? OR PEDDLER? ? OR PEDLAR? ? OR MERCHANT? ? OR DEALER? ? OR TRADER? ? OR SHOPKEEPER? ? OR MERCHANDISER? ? OR DISTRIBUT?R? ? OR WHOLESALER? ? |
| S6 | 79130 | WHOLE()SALER OR RETAILER? ? OR LICENS?R? ? OR ASSIGN?R? ? - OR PROVIDER? ? OR SUPPLIER? ? OR PURVEY??? |
| S7 | 957 | (FIRST OR INITIAL OR SEED OR ONE OR 1ST OR BEGINNING OR START OR STARTING) (1W)PRICE |
| S8 | 1188462 | SUPPLIER? ? OR RETAILER? ? OR MERCHANT? ? OR DEALER? ? OR - VEND?R? ? OR RESELLER? ? OR LOCATION? ? OR SITE? ? OR PLACE? ? OR PROVIDER? ? OR SHOPKEEPER? ? |
| S9 | 32949 | MERCHANDISER? ? OR DISTRIBUT?R? ? OR SHOP OR PURVEY?R? ? OR SECOND()SELLER |
| S10 | 26347 | SUBSIDY OR AFFILIATE? ? OR (THIRD OR 3RD OR ANOTHER OR OTHER) () (PARTY OR PARTIES OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ?) |
| S11 | 1577309 | THIRDPARTY OR EXTERNAL OR OUTSIDE OR OUT()SIDE OR SEPARATE OR DIFFERENT OR AGENT OR INTERMEDIARY OR PARTNER? ? |
| S12 | 10474 | (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (-SERVICE? ? OR THIRDPARTY) |
| S13 | 410764 | BUYER? ? OR PURCHASER? ? OR CONSUMER? ? OR VENDEE? ? OR PROCURER? ? OR BIDDER? ? OR PATRON? ? OR CUSTOMER? ? OR CLIENT? ? OR LICENSEE? ? OR LICENCEE? ? OR SHOPPER? ? OR USER? ? |
| S14 | 503 | (S1:S6) (3S)S7(3S) (S8:S12) |
| S15 | 453 | S14(3S)S13 |
| S16 | 272 | S14(3S) (PASSENGER? ? OR TRAVELER? ? OR TRAVELLER? ? OR CUSTOMER? ? OR TOURIST? ? OR PERSON? ? OR PEOPLE OR PATRON? ? OR CONSUMER? ?) |
| S17 | 40 | (S15 OR S16) (3S) ((SUBSEQUENT OR FEEDBACK OR FEED()BACK OR -TREND? ? OR PATTERN? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?)) |
| S18 | 113 | (S1:S6) (3S)S7(3S) (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (VEND?R OR SELLER OR SUPPLIER OR PROVID?R OR -PARTY OR PARTIES OR SOURCE OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ? OR AGENCY OR AGENCIES) |
| S19 | 15 | S18(3S) ((SUBSEQUENT OR FEEDBACK OR FEED()BACK OR TREND? ? -OR PATTERN? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?)) |
| S20 | 43 | S17 OR S19 |
| S21 | 4 | S20 NOT PY>1999 |

? t21/3,k/all

21/3,K/1 (Item 1 from file: 348)

DIALOG(R)File 348:EUROPEAN PATENTS

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01030324

MOBILE ELECTRONIC COMMERCE SYSTEM
MOBILES ELEKTRONISCHES HANDELSYSTEM
SYSTEME DE COMMERCE ELECTRONIQUE MOBILE

Ginger R. DeMille

PATENT ASSIGNEE:

MATSUSHITA ELECTRIC INDUSTRIAL CO., LTD, (216884), 1006, Oaza-Kadoma,
Kadoma-shi, Osaka 571-0000, (JP), (Applicant designated States: all)

INVENTOR:

TAKAYAMA, Hisashi, 5-6-12-104, Matsubara, Setagaya-ku, Tokyo 156-0043,
(JP)

LEGAL REPRESENTATIVE:

Grunecker, Kinkeldey, Stockmair & Schwanhauser Anwaltssozietat (100721)
, Maximilianstrasse 58, 80538 Munchen, (DE)

PATENT (CC, No, Kind, Date): EP 950968 A1 991020 (Basic)
WO 9909502 990225

APPLICATION (CC, No, Date): EP 98937807 980813; WO 98JP3608 980813

PRIORITY (CC, No, Date): JP 97230564 970813

DESIGNATED STATES: DE; FR; GB

RELATED DIVISIONAL NUMBER(S) - PN (AN):
(EP 2004015278)

INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT WORD COUNT: 150

NOTE:

Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; Japanese
FULLTEXT AVAILABILITY:

| Available Text | Language | Update | Word Count |
|------------------------------------|-----------|--------|------------|
| CLAIMS A | (English) | 9942 | 17239 |
| SPEC A | (English) | 9942 | 160346 |
| Total word count - document A | | | 177585 |
| Total word count - document B | | | 0 |
| Total word count - documents A + B | | | 177585 |

...SPECIFICATION wallet also stores a program for an electronic telephone card. The electronic wallet employs the **telephone** card to pay an amount that is charged by the supply side for voice communications...the central processing unit;

display means for displaying data processed by the central processing unit;

second storage means for storing the data processed by the central processing unit;

third storage means...

...processing unit,

wherein an examination program module for the electronic ticket is stored in the **second** storage means.

As a result, the operator can operate the electronic ticket means, and the...a telephone card transfer certificate message confirming that the electronic telephone card stored in the **second** storage means is to be transferred to a second electronic wallet, and transmits the telephone... LCD the contents of the electronic telephone card that is to be transferred (display transfer **offer** : 7602).

User B confirms the contents displayed on the LCD, and depresses the execution switch...

21/3,K/2 (Item 1 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00343197 **Image available**

A DATA COLLECTION AND RETRIEVAL SYSTEM FOR REGISTERING CHARGES AND ROYALTIES TO USERS

SYSTEME DE COLLECTE ET DE RECHERCHE D'INFORMATIONS DESTINE A ENREGISTRER DES FRAIS OU DES REDEVANCES POUR DES UTILISATEURS

Patent Applicant/Assignee:

ROSSIDES Michael T,

Inventor(s):

ROSSIDES Michael T,

Ginger R. DeMille

Patent and Priority Information (Country, Number, Date):

Patent: WO 9625709 A1 19960822
Application: WO 96US1699 19960215 (PCT/WO US9601699)
Priority Application: US 95389405 19950216

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AL AM AT AU AZ BB BG BR BY CA CH CN CZ DE DK EE ES FI GB GE HU IS JP KE
KG KP KR KZ LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE
SG SI SK TJ TM TR TT UA UG UZ VN KE LS MW SD SZ UG AZ BY KG KZ RU TJ TM
AT BE CH DE DK ES FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN
ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 36554

Fulltext Availability:

Detailed Description

Detailed Description

... person who enters the lowest price will get a share of the royalties of all **subsequent** lowest **prices** , for a period of, say, 5 years. Now, if there is no price in the...

...get the system going. Therefore, the System Manager can set a rule such that the "**first**" lowest **price** **Supplier** is considered to be the **person** who has entered the lowest price that is valid at a given date and time.

The System Manager can set the royalty rules such that, for instance, the **Supplier** of the lowest price for a Walkman on December 24th, at noon, gets a small...

...200. Thus the System Manager can set up a competition to be the lowest price **Supplier** on a given date and time. The competition might last, say a couple of months...

21/3,K/3 (Item 2 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00330496 **Image available**

A DATA COLLECTION AND RETRIEVAL SYSTEM FOR REGISTERING CHARGES AND ROYALTIES TO USERS

SYSTEME POUR RECUEILLIR ET FOURNIR DES DONNEES, POUVANT CALCULER LES FRAIS A PAYER ET LES ROYALTIES A PERCEVOIR PAR LES UTILISATEURS

Patent Applicant/Assignee:

ROSSIDES Michael T,

Inventor(s):

ROSSIDES Michael T,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9613007 A1 19960502
Application: WO 95US12630 19951023 (PCT/WO US9512630)
Priority Application: US 94327704 19941024

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AM AT AU BB BG BR BY CA CH CN CZ DE DK EE ES FI GB GE HU JP KE KG KP KR
KZ LK LR LT LU LV MD MG MN MW MX NO NZ PL PT RO RU SD SE SI SK TJ TT UA
UZ VN KE LS MW SD SZ UG AT BE CH DE DK ES FR GB GR IE IT LU MC NL PT SE
BF BJ CF CG CI CM GA GN ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 15769

Fulltext Availability:

Detailed Description

Detailed Description

... person who enters the lowest price will get a share of the royalties of all **subsequent** lowest **prices** , for a period of, say, 5 years. Now, if there is no price in the...

...get the system going. Therefore, the System Manager can set a rule such that the "**first**" lowest **price Supplier** is considered to be the **person** who has entered the lowest price that is valid at a given date and time.

The System Manager can set the royalty rules such that, for instance, the **Supplier** of the lowest price for a Walkman on December 24th, at noon, gets a small...

...200. Thus the System Manager can set up a competition to be the lowest price **Supplier** on a given date and time. The competition might last, say a couple of months...

21/3,K/4 (Item 3 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00156314

SIGNAL PROCESSING APPARATUS AND METHODS

DISPOSITIF ET PROCES DE TRAITEMENT DE SIGNAUX

Patent Applicant/Assignee:

HARVEY John C,

Inventor(s):

HARVEY John C,

CUDDIHY James W,

Patent and Priority Information (Country, Number, Date):

Patent: WO 8902682 A1 19890323

Application: WO 88US3000 19880908 (PCT/WO US8803000)

Priority Application: US 8796 19870911

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AT AU BE BJ BR CF CG CH CM DE DK FI FR GA GB HU IT JP KP LK LU MC MG

ML MR MW NL NO RO SE SN SU TD TG

Publication Language: English

Fulltext Word Count: 161690

Fulltext Availability:

Claims

Claim

... any given category such as origins of transmissions, each distinct item such as each network **source** , broadcast, or cable head end station has a unique binary information code. In the preferred...and information caused buffer/comparator, 14, to 30 retain said meter record information. In the **third** and subsequent examples, monitor record information of-said prior programming also exists at a particular...in fashions described more fully

below, under control of the aforementioned on-board controller, 14A.

Second , the controller, 39, of example #3 is the preferred embodiment of controller, 39, and replaces...as to the location of the header that follows

2 such a message.) Like the **second** message of example #2, the first message of example #4 is only partially encrypted in...control processor, 39J, to place information of a particular reentry25 address at the aforementioned SPAM@ **next** -primary-instruction

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address register memory; to place information of 11011 at the
aforementioned SPAM-Flag...

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? show files;ds

File 20:Dialog Global Reporter 1997-2005/Mar 29

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| Set | Items | Description |
|-----|----------|--|
| S1 | 29205 | (MASTER OR CENTRAL OR MAIN OR CHIEF OR PRIMARY OR PRIME OR PRINCIPAL OR MAJOR OR LEAD OR PRINCIPAL) (2W) (CONTROLLER? OR PROCESSOR? ? OR COMPUTER? ? OR CPU OR SERVER? OR HOST? ?) |
| S2 | 438436 | NETWORK(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) OR (BROADCAST OR SATELLITE OR CABLE OR CELLULAR OR TELEPHONE OR PHONE OR WIRELESS OR WAP) () (SERVICE OR SUPPL??? OR DEALER?) |
| S3 | 331247 | NETWORK(4N) (VENDOR? ? OR SELLER? ? OR SERVICE? ? OR COMPAN- ???) |
| S4 | 148228 | CONTENT(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) |
| S5 | 2792481 | SELLER? ? OR VEND?R? ? OR PEDDLER? ? OR PEDLAR? ? OR MERCHANT? ? OR DEALER? ? OR TRADER? ? OR SHOPKEEPER? ? OR MERCHANTISER? ? OR DISTRIBUT?R? ? OR WHOLESALE? ? |
| S6 | 2540027 | WHOLE()SALER OR RETAILER? ? OR LICENS?R? ? OR ASSIGN?R? ? - OR PROVIDER? ? OR SUPPLIER? ? OR PURVEY??? |
| S7 | 29207 | (FIRST OR INITIAL OR SEED OR ONE OR 1ST OR BEGINNING OR START OR STARTING) (1W)PRICE |
| S8 | 10218834 | SUPPLIER? ? OR RETAILER? ? OR MERCHANT? ? OR DEALER? ? OR - VEND?R? ? OR RESELLER? ? OR LOCATION? ? OR SITE? ? OR PLACE? ? OR PROVIDER? ? OR SHOPKEEPER? ? |
| S9 | 921519 | MERCHANTISER? ? OR DISTRIBUT?R? ? OR SHOP OR PURVEY?R? ? OR SECOND()SELLER |
| S10 | 865285 | SUBSIDY OR AFFILIATE? ? OR (THIRD OR 3RD OR ANOTHER OR OTHER) () (PARTY OR PARTIES OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ?) |
| S11 | 6002194 | THIRDPARTY OR EXTERNAL OR OUTSIDE OR OUT()SIDE OR SEPARATE OR DIFFERENT OR AGENT OR INTERMEDIARY OR PARTNER? ? |
| S12 | 858987 | (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (-SERVICE? ? OR THIRDPARTY) |
| S13 | 5843282 | BUYER? ? OR PURCHASER? ? OR CONSUMER? ? OR VENDEE? ? OR PROCURER? ? OR BIDDER? ? OR PATRON? ? OR CUSTOMER? ? OR CLIENT? ? OR LICENSEE? ? OR LICENCEE? ? OR SHOPPER? ? OR USER? ? |
| S14 | 4825 | (S1:S6) (3S)S7(3S) (S8:S12) |
| S15 | 2923 | S14(3S)S13 |
| S16 | 2626 | S14(3S) (PASSENGER? ? OR TRAVELER? ? OR TRAVELLER? ? OR CUSTOMER? ? OR TOURIST? ? OR PERSON? ? OR PEOPLE OR PATRON? ? OR CONSUMER? ?) |
| S17 | 29 | (S15 OR S16) (3S) ((SUBSEQUENT OR FEEDBACK OR FEED()BACK OR -TREND? ? OR PATTERN? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?)) |
| S18 | 233 | (S1:S6) (3S)S7(3S) (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (VEND?R OR SELLER OR SUPPLIER OR PROVID?R OR -PARTY OR PARTIES OR SOURCE OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ? OR AGENCY OR AGENCIES) |
| S19 | 1 | S18(3S) ((SUBSEQUENT OR FEEDBACK OR FEED()BACK OR TREND? ? -OR PATTERN? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?)) |
| S20 | 29 | S17 OR S19 |
| S21 | 3 | S20 NOT PY>1999 |
| S22 | 3 | RD (unique items) |
| S23 | 3886 | (S1:S6) AND S7 AND (S8:S12) AND (S13 OR PASSENGER? ? OR TRAVELER? ? OR TRAVELLER? ? OR CUSTOMER? ? OR TOURIST? ? OR PERSON? ? OR PEOPLE OR PATRON? ? OR CONSUMER? ?) |
| S24 | 59 | S23 AND ((SUBSEQUENT OR FEEDBACK OR FEED()BACK OR TREND? ? OR PATTERN? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?)) |
| S25 | 7 | S24 NOT PY>1999 |

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? t26/3,k/all

26/3,K/1

DIALOG(R)File 20:Dialog Global Reporter
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08574780 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Don't Like That Price? Wait Another Hour 'Til the Deal Gets Even Better
During OutletZoo.com's Twelve-Day Holiday Price Drop Event**

BUSINESS WIRE

December 06, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 793

(USE FORMAT 7 OR 9 FOR FULLTEXT)

OutletZoo.com's Automatic Price Drop goes into overdrive,
giving **shoppers** great deals for the holidays

It's holiday crunch time again. Online and brick-and-mortar stores
alike are sprinting to grab **customers** with the usual free gift-wrapping,
discounted shipping and "percent-off" deals. But what if...

...ten percent on an hourly basis, meaning even bigger holiday bargains and
more excitement for **shoppers**, who can opt to buy at that hour's price or
wait until the price...

... On a normal day, OutletZoo.com's signature Automatic Price Drop(TM)
(APD) system allows **consumers** to get the best prices on already
bargain-priced merchandise such as toasters, computers, crystal stemware,
jewelry and CD players. Each item listed for sale on the Web **site** has a
pre-set schedule of markdowns; prices drop by a **seller**-determined
percentage every price period--sometimes two days, sometimes a week,
sometimes 14 days--until...

... Countdown" event, the APD will go into overdrive; prices on goods from
each of the **site**'s "Zoos," or product categories, will drop by either
five or ten percent hourly. **Shoppers** can expect to find deals on goods
ranging from power saws to cookware to dolls...

...December 8

The fun begins at noon on Wednesday, December 8. Visitors to the Web
site will click through a special "Twelve Days" icon to view the
specially priced merchandise. New...

...hourly between noon and five p.m. EST on each of the 12 days, so
consumers can keep watching OutletZoo.com to find bargains for everyone
on their Christmas list!

An example of the bargains **shoppers** can expect: a Towle stainless
steel flatware set will be one of the first items...

... This elegant flatware set retails for \$125, but it will debut on
OutletZoo at a **starting price** of only \$52.50. After five hours, bargain
hunters will be able to purchase it at 72 percent off what they would have
paid in a retail store! **Shoppers** can opt to purchase the item at any time
or continue to wait for the **next price** drop--and risk having their
coveted item snapped up by some other smart **shopper**!

"Our Christmas Countdown is unlike any other online event this holiday
season," said Ed Samp, CEO and Head Zookeeper at OutletZoo.com. "While
other shopping **sites** are offering the usual incentives like free
shipping, free gift wrapping, or \$10 off purchases, only OutletZoo.com will
have hourly price drops on already-bargain-basement deals."

OutletZoo.com **shopper** Donna Hornby will be among the holiday
bargain-hunters combing OutletZoo.com's listings for...

...OutletZoo.Com

Founded in Cambridge, Mass. in April 1999, OutletZoo.com is
revolutionizing the way **consumer** products are bought and sold on the

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Internet. The online bargain hunter's paradise, OutletZoo...

... Drop(TM) system, offering periodic price drops for each of the items listed on the **site**. OutletZoo.com allows **sellers** of excess **consumer** goods to reach a global market of **buyers** interested in wholesale or retail deals, and allows them to quickly deplete their inventory at...

26/3,K/2

DIALOG(R)File 20:Dialog Global Reporter
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07812268 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Markets Await Labor Department's Price - Trend Report

Robert Dodge

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (DALLAS MORNING NEWS - TEXAS)

October 19, 1999

JOURNAL CODE: KDMN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 932

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Markets Await Labor Department's Price - Trend Report

... mean investors will not trade on the news. But analysts said the Labor Department's **Consumer** Price Index -- due out at 7:30 a.m. Dallas time -- is not likely to...

... are unusually jittery about the price index. Financial markets were sent reeling Friday when a **separate** government index that tracks inflation at the wholesale level showed prices advancing at an annual rate of 13 percent.

Economists estimate the **consumer** index for September will be up 0.3 percentage points, or at an annual rate...

... 6 percent. But if the run-up in wholesale prices unexpectedly spills over into the **consumer** index, it could spark another sell-off on Wall Street.

"There are concerns in the...

...116.28.

Policymakers on the Federal Reserve Board will be among those eyeing Tuesday's **consumer** index. And while they also may find the report provides an incomplete picture, analysts warned...

...how much of last week's Producer Price Index spike will show up in the **consumer** index.

David Wyss, an economist at Standard & Poor's DRI in Lexington, Mass., expects increases...

... lots. He said auto prices only appear higher because there are not nearly as many **dealer** incentives this year as there were in 1998.

As they did with the wholesale index...

...to get a better idea about the underlying rate of inflation.

Economists like to eliminate **one** -time **price** hikes in volatile categories that are unlikely to affect long-term **price trends**. They also like to strip out energy costs, because the Fed cannot effect changes in...

...the big picture shows a very modest uptick in prices.

At the end of August, **consumer** prices were up 2.3 percent over their year-ago levels. That compares with a...

... includes a so-called market basket of 250 to 300 categories of items purchased by **consumers**. Each month the Labor Department checks prices on everything from gasoline and groceries to clothes...

...than half a percentage point off the pace of inflation.

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Economists also have criticized the **consumer** index for not keeping up with buying trends or advances in technology.

Steve Reed, an...

...because it tracks the cost of labor in goods, as well as the huge role **consumers** play in the economy.

"It's the best we've got," Mr. Wyss said.

DESCRIPTORS: **Consumer** Prices...

26/3,K/3

DIALOG(R)File 20:Dialog Global Reporter
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06970163 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Bunzl PLC - Interim Results

REGULATORY NEWS SERVICE

August 31, 1999

JOURNAL CODE: WRNS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 3764

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... the past three years is ending.

"Given a more stable currency backdrop and more encouraging **price trends**, the continued organic growth of our businesses supplemented by acquisition activity gives us confidence that...

... of Provend Group PLC in March for a consideration of #28.5 million. Provend, a **distributor** of disposables and vending ingredients and a leading operator of vending machines in the UK...

... appointed Finance Director in succession to John Bason who left to take up a position **outside** the Group. In June Paul Lorenzini was appointed to the Board as Managing Director, Outsourcing...

...deflation in the UK as well.

Given a more stable currency backdrop and more encouraging **price trends**, the continued organic growth of our businesses supplemented by acquisition activity gives us confidence that...

...organic growth.

Outsourcing Services

Operating across North America, Europe and Australia, Bunzl is a leading **supplier** of outsourced food packaging, disposable supplies and cleaning and hygiene products for supermarkets, ...of 1998.

We had continued success in growing the business organically by being the preferred **supplier** of outsourced disposable packaging for our **customers** who are attracted to us by our specialist knowledge, efficient service and competitive prices. The...

... the UK and mainland Europe indicates the continued success of our partnership approach with both **customers** and **suppliers**.

In March we acquired Provend Group PLC for a consideration of #28.5 million and...

...catering and vending industry has been integrated with ACS Whittaker and the product range and **customer** base are now on our IT system. The vending business, Provend Services, which services, supplies...

... a leading player in the closely related vending sector with particular strengths with the major **retailers**.

Filtrona

Filtrona is the world's leading **supplier** of outsourced cigarette filters especially for the growing low tar market while SupastripR is the

...

Ginger R. DeMille

...brand of self-adhesive tear tape used for the easy opening of film over-wrapped **consumer** products.

Profits were marginally ahead on sales which were down 1% despite continuing satisfactory growth...

...halved as B.A.T closed its cigarette plant in Gran Canaria and our major **customer** in Pakistan took the production of relatively simple filters in-house. The 37% devaluation in...

...Distribution

In the UK and Ireland Bunzl is one of the largest independent fine paper **merchants** distributing a wide range of high quality printing, writing and copier papers primarily to printers...

... paper distributed. This was largely negated by the continued high level of deflation, with the **first price** rises coming too late to impact the period. Margins suffered as deflation took its toll consolidate warehouse facilities and manufacturing plant on to one **site** in Kidlington is being implemented with the warehouse already under construction. These moves will cut costs, improve efficiency and enhance **customer** responsiveness.

The extrusion business continued to grow although the slowdown of business in aerospace due...ordinary dividend.

Year 2000

The Group has a formal programme designed with the assistance of **external** advisers to achieve year 2000 compliance.

The programme covers all Group **locations** and key management in each business area have ensured that all systems, equipment and facilities...

...work is scheduled to be completed before the end of the third quarter of 1999. **Suppliers** have been contacted and will remain under review to ensure, so far as is possible...

...problem, including possible failures in even the best run programmes and the potential inability of **third parties** to deal with the issue, the Group is unable to give categorical assurances as to...

... of which some \$3.5m has been spent to date. This includes both internal and **external** revenue and capital costs. No material costs are currently projected for the year 2000 or...

26/3,K/4

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06709297 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Del Monte in produce deal

SECTION TITLE: BUSINESS

WEIR James

DOMINION , 2 ed, p11

August 13, 1999

JOURNAL CODE: WTDN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 429

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... a multinational produce company has entered the New Zealand market directly, rather than appointing an **agent** .

... offer new products in New Zealand. But Mr Shafer rejected speculation that Del Monte would **start** a **price** war with other banana **suppliers** in New Zealand.

Dole executives yesterday expressed concern that there might be a "bloodbath" in...

...bring bananas into New Zealand, but if it did, sales would not be purely on **price** , but on quality.

Feedback from **customers** suggested there was room for Del Monte bananas here, but the company did not have...

26/3,K/5

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05709223 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Business: How to live with falling prices: Two generations of managers have taken inflation for granted. Now that prices are falling in many industries, how should they respond?

ECONOMIST

June 12, 1999

JOURNAL CODE: FECN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1624

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... fact of life for more than half a century. But in industries as diverse as **consumer** products and steel, prices have been flat or falling in recent years. Many firms are...

...be picking up in America, partly as a result of higher oil prices-May's **consumer** -price index, to be released on June 16th, will give more clues to this-but...

...for a firm to consider the possible consequences. PricewaterhouseCoopers has recently issued a report for **clients** entitled: 'Defending shareholder value in an era of deflation.'

... to prudent monetary policy conducted by central banks. Although that would be a boon to **consumers**, many producers may experience falling prices, balanced by price rises elsewhere in the economy. Official...

...if done by a bank teller. But the Internet will also make it easier for **customers** to **shop** around, eroding firms' pricing power. Even while online shopping commands only a small share of total spending, its existence will inhibit conventional **retailers** from charging big mark-ups. Likewise, the euro will make it easier for **consumers** to compare prices across Europe, pushing them down in more expensive countries.

Companies can protect...

...aiming to achieve both.

Free-market poconomics

Innovation helps firms to raise the prices of **consumer** goods. Gillette, whose products include razors and batteries, has long boasted that its innovations persuade **consumers** to 'trade up'. Last year it introduced the Mach3 razor, which claims to deliver a...

...year at Dollars 4.99, a 70% premium on its Oral B Advantage and the **first** real **price** increase for four years.

Despite the introduction of these premium-priced products, Gillette's overall sales growth is flat, because it cannot raise prices on most of what it sells. **Consumers** in depressed economies in Latin America are reluctant to pay a premium even for a...

... a single day. This allows the firm to charge a premium and cut its costs.

Retailers are especially vulnerable to loss of pricing power because wages are a large cost that cannot easily be cut. To boost margins, many **retailers** are broadening their offerings beyond **consumer** goods. Britain's Marks and Spencer and Tesco, and Argentina's Disco, are all offering... The Economist, considers deflation and financial services. Because nobody can be certain of the future **trend** in **prices**, firms would at least be wise to prepare for the worst. One of its recommendations

...

...de-escalators.

Ginger R. DeMille

The most enduring habit of all is the annual pay rise which most people in most countries expect. When inflation is 2% workers may settle for a pay rise...

26/3,K/6

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04255422 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Autobytel.com Accredited Dealers ' Commitment to Business Model Enables Them to Maintain Entrepreneurial Spirit, While Delivering High Customer Satisfaction Marks

BUSINESS WIRE

February 07, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1519

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Autobytel.com Accredited Dealers ' Commitment to Business Model Enables Them to Maintain Entrepreneurial Spirit, While Delivering High Customer Satisfaction Marks

SAN FRANCISCO--(AutomotiveWire)--Feb. 7, 1999--

Autobytel.com Accredited **Dealers** Discuss the Bottom-Line Implications of the Autobytel.com Business Model at the National Automobile **Dealer** Association Show

Autobytel.com Accredited **Dealers** outlined the tangible benefits of Autobytel.com for both **dealers** and **consumers** Sunday at the National Automobile **Dealers** Association (NADA) show in San Francisco.

On hand to discuss the implications of the Autobytel.com business model were three members of the Autobytel.com **Dealer** Advisory Board: Doug Waikem, President, Waikem Auto Group (Columbus, Ohio); Tom Vann, Owner/General Manager...

... President of Marketing, First America Automotive Group (San Francisco), a group of more than 20 **dealers** in Northern California.

Commitment Ensures Viability of Dealership

Autobytel.com has been offering forward-thinking automobile **dealers** a new way to sell cars and trucks since its inception in 1995. From its...

... an entirely new business model for selling vehicles, one that utilizes technology to lower a **dealer**'s overall costs while allowing cost savings to be passed on to **consumers**.

"We've long felt our business model is the key to the future success of **dealers** in North America," said Mark W. Lorimer, president and CEO of Autobytel.com inc.

"According to various research firms, **dealer** consolidation will continue at an increasing rate over the next decade. I predict that the **dealers** left standing are going to be the ones who have reduced their expenses to increase their profitability. **Dealers** who believe they can simply maintain the status quo by increasing gross revenues and passing their expenses onto the **consumer** are wrong."

"When history looks back at what Autobytel.com brought to the table -- it...

... owner of the \$100 million Waikem Auto Group, one of the first Autobytel.com Accredited **Dealers**.

The Autobytel.com business model requires that **dealers** completely commit to the program by establishing an Autobytel.com department within their dealership. The...

... capable of quoting competitive pricing, assuring a time-saving, hassle-free buying experience for the **consumer**.

Nearly four years after Autobytel.com's launch, demonstrating the real

benefits of this sales model to both **dealers** and **consumers** is finally possible.

Reduced Expenses = Satisfied **Customers** and Increased Profits

According to the company's calculations, a dealership that sells 100 vehicles...

...costs nearly \$126,500 (according to NADA, J.D. Power and Associates, and Autobytel.com **dealer** data).

Waikem, Vann and Babbington report that the implementation of the Autobytel.com business model...

...in marketing and personnel expenses on vehicles sold via Autobytel.com.

Due to this savings, **dealers** can offer **consumers** much more competitively priced vehicles, while still retaining a fair profit margin. Just as important, Autobytel.com Accredited **Dealers** are able to create long-term, **customer** -service-oriented relationships with **consumers**, insuring the dealership's viability for the next century.

"The Autobytel.com business model lets us offer Autobytel.com **customers** a lower price, by cutting our expenses considerably through **different** compensations plans, minimal marketing expenses and even a faster turnaround on vehicles, which reduces the interest we pay," explained Waikem.

Consumers Biggest Winners

Autobytel.com has changed the way America buys cars. In fact, the change has been so dramatic that some manufacturers are enacting **one - price** selling policies in an attempt to deliver the same "no-haggle, no-hassle" experience found...

...buying through Autobytel.com.

This move by manufacturers effectively takes the power away from both **consumers** and **dealers**. Instead of rewarding **dealers** who have control of their businesses and are able to deliver lower prices than the dealership down the street, manufacturers are demanding that **consumers** support **dealer** operations by paying a fixed price.

"When shopping for any item -- be it groceries, appliances or cars -- **consumers** want to be an active participant in the process. They need to know that they...

...they paid a fixed price determined by the manufacturer of that product," said Lorimer.

"When **consumers** choose to purchase via Autobytel.com, they have all the tools necessary to make a smart choice. Similarly, **dealers** who understand the business model and are able to profit while delivering high **customer** satisfaction experience a certain amount of pride that will never be found at a **one - price shop**."

Autobytel.com has shown that the **dealers** who want to succeed and prosper are ready for a change -- and they don't need to be forced into it by new **one - price** selling practices. **Trend** -setting dealerships realize that **customer** satisfaction is ultimately what will keep them in business.

"**Consumers** are rapidly embracing the concept of shopping via the Internet," said Babbington. "We are seeing..."

... purchase request volume from Autobytel.com and the decrease in foot traffic in our showrooms."

Customer testimonials arrive daily touting the benefits of online car buying: "I can't even imagine not using Autobytel.com," said Dan Waterman, a repeat Autobytel.com **customer** at Waikem Motors. "The process was easy, straightforward, and the price was nearly \$5,000 less than what I was quoted at my local dealership."

A Win-Win for Consumers and Dealers

Successful businesses make money and have profits. The trick is do it more efficiently so everyone wins and the profits are not at the expense of the **consumer**. As Vann said, "You win the game because you know how to control your expenses."

"Autobytel.com **customers** don't want to drive us out of ...All they

Ginger R. DeMille

want to know is that they got the best deal possible -- that no **other dealership** could beat the deal. If, in reality, we are still able to net more profits than the **dealer** down the street, our **customers** are just as happy. That's what Autobytel.com enables us to do."

"Selling cars...

... In order for the dealerships to stay in business, they must remain profitable. Though most **consumers** believe that dealerships make thousands of dollars on each new car they sell, the reality...

... that worldwide, almost \$310 billion is spent getting a car from the factory to the **consumer**'s driveway. Autobytel.com's ultimate goal is to move some of those dollars back...

... of the concept that reducing expenses will ultimately lead to greater profitability and long-term **customer** satisfaction. In fact, Vann has always espoused the concept of lowering expenses and runs his traditional sales in the same up-front, **consumer**-oriented manner in which he runs his Autobytel.com department.

Still, the inherent efficiencies in...

... Vann. "With the advent of the Internet, and, in particular, Autobytel.com, more and more **dealers** have begun to pay attention to the way we run our dealership."

"The re-training of the North American **dealer** body is no doubt one of the most challenging missions Autobytel.com has faced since...

... In order to maintain its commitment to this mission, Autobytel.com was quick to develop **dealer** training programs that educate **dealers** on how to get the most from the Autobytel.com business model.

Monthly training sessions, combined with field representation and the company's highly sophisticated **Dealer** Real Time(r)U.S.Pat.Pend (DRT) system, make Autobytel.com the leader in **dealer** education. This position has enabled the company to maintain its lead in both **dealer** and **customer** satisfaction.

About Autobytel.com

Irvine, Calif.-based Autobytel.com (www.autobytel.com) is a nationally branded Internet-based purchasing program for new and certified pre-owned vehicles and related **consumer** services, including automotive financing, leasing and insurance. Autobytel.com has assisted more than 2.5 million car **buyers** since its inception in 1995.

Autobytel.com's North American Accredited **Dealer Network** includes more than 2,700 dealerships, representing every major automotive manufacturer. Autobytel.com is a...

26/3,K/7

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02639249 (USE FORMAT 7 OR 9 FOR FULLTEXT)

SURVEY - MASTERING FINANCE - ASSESSING THE COSTS OF SECURITY TRADING

Brad Barber, Richard Leftwich

BUSINESS DAY (SOUTH AFRICA), p2

August 28, 1998

JOURNAL CODE: FBUD LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 3955

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... system to trade stocks, whereas its chief US competitor, Nasdaq (the National Association of Securities **Dealers** Automated Quotation system), uses competing market-makers.

... often used as indications of trading costs in lieu of precise measurements. Some short-term **traders**, especially those who buy and sell at least once during a day, base their strategies...

...its relative infancy.

What constitutes a market?

An organised securities market or exchange is a **network** of potential **buyers** and **sellers** or their agents.

Although the term "market" originally connoted a central physical **location**, improvements in communication have allowed geographically dispersed individuals to form an organised market.

Organised markets...

... private sales are typically not cost effective because of the costs of searching for potential **buyers** and **sellers**, negotiating a price and ensuring the trade will still be consummated if one of the...

...generically as over-the-counter (OTC) markets.

OTC trades are arranged between a would-be **buyer** or **seller** and a large institution, typically an investment bank such as Morgan Stanley. Those trades can be tailored to meet the specifications of the **buyer** or **seller**, whereas in a public market trades are relatively homogeneous in order to enhance liquidity.

The OTC markets are more active in derivative securities, such as options, where some **buyers** or **sellers** seek highly specific contracts (particularly in terms of the time to maturity). However, the foreign...

...or sell particular securities. However, the integrity of those trades is more difficult to guarantee.

Dealer and auction markets

Dealer markets are familiar to lay **people**. The **dealer** (or market-maker) is essentially a middle man who buys at **one price** (the bid) and sells at a slightly higher price (the ask, or offer).

Dealers buy stocks into inventory, sell stocks from that inventory and may even sell stocks short.

Dealers attempt to make money from the spread (the difference between the bid and the ask...

...in their inventory.

They can manage their inventory by adjusting their quotes, by transacting with **other dealers** or by hedging in derivatives markets. Nasdaq and the London Stock Exchange (LSE) provide examples of important **dealer** markets for stocks; and most bond markets are **dealer** markets.

In an auction market, all orders to buy or sell are channelled to a central **location** (even if that **location** is an address in a computer) and a market-clearing price is determined by means...

... a set of rules (or an algorithm) that determines, among other things, the priority of **different** offers to buy and sell.

These rules are more complex than those of auction houses...

...s because in securities markets the supply of the item is not known when potential **buyers** submit their bids. Moreover, auction markets for securities can be discrete or continuous.

In a...

...for a sub-set of securities.

Call markets are seldom pure auction markets because a **dealer** (usually known ...US government securities. In these auctions, the fixed supply is allocated first to the highest **bidder** at the **bidder**'s price, then to the next highest **bidder** at that **bidder**'s price and so on until the supply is exhausted.

A continuous auction market is a hybrid of an auction market and a **dealer** market because of the specialist's role. **Customers** submit market, or limit, orders to a retail or discount broker. Those orders are transmitted...

... electronically or by a floor broker. The specialist for a particular stock matches (crosses) some **customers**' orders with each other where possible and provides additional liquidity by selling from inventory or

buying into inventory to accommodate **customers** ' orders.

Some continuous auction markets do not employ specialists although a subset of **traders** (variously known as "locals", "scalpers" or "jobbers") assumes that de-facto role by being prepared to take the opposite side of trades initiated by brokers on behalf of **customers** . During normal trading hours, the NYSE and the Tokyo Stock Exchange are continuous auction markets ...

...the CBOT for futures and options contracts.

One of the chief differences between auction and **dealer** markets (seen as an advantage by those who favour auction markets) is the greater extent to which **customers** trade with **customers** in an auction market with a limit order book.

If there is a limit order book in an auction market, the current quote reflects either a limit order from a **customer** or the specialist's quote. Thus, an incoming market order can be executed at a price established by another investor. In contrast, in many **dealer** markets (in particular Nasdaq) the current quote reflects the best quote (highest bid, lowest ask) by a **dealer** but not necessarily **customers** ' limit orders.

Consequently, in many **dealer** markets, **customers** ' market orders and limit orders are executed at **dealers** ' quotes, and not against each other.

For example, if the best **dealer** quotes are bid \$40 and ask \$40.75, a limit order to buy at \$40...

... not execute even if a market order to sell arrives and is executed at the **dealer** 's bid of \$40.

In fact, the limit order will not execute until the quoted ask falls to \$40.50.

Recent rule changes by Nasdaq allow **customer** limit orders for some stocks to be executed against market orders so this distinction is not as sharp as it once was.

Proponents of **dealer** markets point out that competition among **dealers** should provide more favourable trading conditions for investors than the auction market with its monopoly...

... enforce electronically, there is not a universally accepted set of protocols and rules. Second, unless **dealers** monitor their posted quotes constantly, those quotes become stale when new information arrives and **dealers** risk being "picked off" (taken advantage of by a **trader** with up-to-date information).

It is not feasible to program electronic systems to replicate human judgment in revising or suspending quotes to accommodate flows of information.

For example, **traders** know that quotes and limit orders need to be revised dramatically when Intel warns of...

...systems is slower than human reaction time, especially if the electronic system becomes congested as **traders** try to exploit stale quotes.

Third, proponents of floor trading argue that the physical proximity of **traders** on the floor provides clues and strategic information to facilitate trading (especially to enhance liquidity...

... with floor trading have made extensive use of electronics for transmitting or routing orders from **customers** to the trading floor. This creates interesting contrasts with orders being transcribed from computer screens they are simply a mechanism to match a **buyer** and **seller** at a price determined in another market, typically the closing price on a major exchange. Virtually all of the **customers** who trade on these electronic systems are institutions such as pension or mutual funds and...

... transactions costs such as fees or commissions and transactions or transfer taxes that are common **outside** the US. Investors' returns are reduced by the normal bid-ask spread and the price...

... a considerable obstacle to earning returns. For example, in May 1997,

Sharper Image (a catalogue **retailer** of high-end electronic gadgets and toys) was quoted as \$31/8 (bid) and \$33...

...4% per transaction not 7.4% per year, so if the investor is an active **trader** with a short holding period the spread looms large. Consider an analogy.

Instead of renting...

... the cost of this round-trip transaction. The bid-ask spread provides income to the **dealer** to compensate for the costs of carrying an inventory or of bearing the risks of short-selling if the **dealer** is willing to sell more than the inventory. Spreads are wider for more volatile stocks...

... than quoted or posted spreads. How this occurs depends on the trading system.

In a **dealer** market, trades can be negotiated within the spread, especially by institutions. In a continuous auction...

...markets.

The bid-ask spread must be at least the minimum tick size.

In markets **outside** the US, prices are typically stated in decimals (for example, in London, 10.26).

The...

... is a commensurate increase in volume, profits to those who post the spreads (specialists and **dealers**) must decline.

Liquidity

A market for a particular security is highly liquid (or very deep...

... it. Similarly, large trades can move the price of even highly liquid securities if other **traders** believe that such a trade is a measure of the amount of information possessed by the **trader**.

Other common indicators of stock liquidity are the bid-ask spread, the float (the number...

...until a buy order arrived.

Liquidity can be supplied in various ways. For example, a **dealer** or specialist might be prepared to buy into inventory any stock offered at the prevailing...

...set by the rules of the stock exchange.

Larger trades must be negotiated with the **dealer** or the specialist and, if the trade is sufficiently large, the trade may occur **outside** the market in what is known as the third market or upstairs market.

Trades above...companies, such as Sharper Image, such trades represent several days' normal trading volume. Would-be **buyers** and **sellers** of large blocks often rely on block houses (generally arms of investment banks) to trade...

...exchange.

For a block sale, the block house can adopt one of two strategies: either "**shop** the block" or buy the block and then attempt to resell it.

To **shop**, or position, the block, the broker contacts large institutions to determine their interest in the block or in pieces of the block.

Such a strategy exposes the **customer** to front running, that is, to the risk that when an institution is offered the...

... for BP in London was \$12.25 per share. Goldman resold those shares to institutional **clients** around the world within 36 hours for a price of \$11.75, a discount of...

... owned by Seagram), a discount of slightly over 5%. Merrill resold the shares to institutional **clients** within a day for \$46.75 per share, a profit (before expenses) of almost \$13m...

... made and comparing that with the price of the security after the trade

has taken **place** .

Counterparty risk

Counterparty risk unambiguously increases the economic costs of trading but the magnitude of...

...rational investors.

Every purchase and sale entails counterparty risk, that is, the risk that the **other party** to the transaction will not fulfil the terms of the agreed trade.

Stock exchanges establish...

... technically, the clearing house) becomes the counterparty to every trade. If either party defaults, the **other party** looks to the clearing house to fulfil the terms of the trade. The clearing house...

... in some emerging markets. Counterparty risk can manifest itself in various forms. For example, a **buyer** may not receive good title to the security or the **seller** may relinquish title to the security but may not be paid on time (or at...

...honoured under certain circumstances.

If the stock price rises after the supposedly agreed trade, the **seller** experiences remorse and if the stock price falls the **buyer** experiences remorse.

To prevent that remorse from being translated into action, there must be a...

... that the terms of the trade will be honoured by both parties regardless of any **subsequent** movement in the **price** of the security.

Some institutional investors claim that, even in some established markets, the incidence...

...In those markets, an offer to buy a stock is akin to giving the putative **seller** a free option to deliver the stock if its price declines and to retain the...

Ginger R. DeMille

? show files;ds

File 20:Dialog Global Reporter 1997-2005/Mar 29

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| Set | Items | Description |
|-----|----------|---|
| S1 | 29205 | (MASTER OR CENTRAL OR MAIN OR CHIEF OR PRIMARY OR PRIME OR PRINCIPAL OR MAJOR OR LEAD OR PRINCIPAL) (2W) (CONTROLLER? OR PROCESSOR? ? OR COMPUTER? ? OR CPU OR SERVER? OR HOST? ?) |
| S2 | 438436 | NETWORK(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) OR (BROADCAST OR SATELLITE OR CABLE OR CELLULAR OR TELEPHONE OR PHONE OR WIRELESS OR WAP) () (SERVICE OR SUPPL??? OR DEALER?) |
| S3 | 331247 | NETWORK(4N) (VENDOR? ? OR SELLER? ? OR SERVICE? ? OR COMPAN- ???) |
| S4 | 148228 | CONTENT(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) |
| S5 | 2792481 | SELLER? ? OR VEND?R? ? OR PEDDLER? ? OR PEDLAR? ? OR MERCHANT? ? OR DEALER? ? OR TRADER? ? OR SHOPKEEPER? ? OR MERCHANDISER? ? OR DISTRIBUT?R? ? OR WHOLESALER? ? |
| S6 | 2540027 | WHOLE()SALER OR RETAILER? ? OR LICENS?R? ? OR ASSIGN?R? ? - OR PROVIDER? ? OR SUPPLIER? ? OR PURVEY??? |
| S7 | 29207 | (FIRST OR INITIAL OR SEED OR ONE OR 1ST OR BEGINNING OR START OR STARTING) (1W)PRICE |
| S8 | 10218834 | SUPPLIER? ? OR RETAILER? ? OR MERCHANT? ? OR DEALER? ? OR - VEND?R? ? OR RESELLER? ? OR LOCATION? ? OR SITE? ? OR PLACE? ? OR PROVIDER? ? OR SHOPKEEPER? ? |
| S9 | 921519 | MERCHANDISER? ? OR DISTRIBUT?R? ? OR SHOP OR PURVEY?R? ? OR SECOND()SELLER |
| S10 | 865285 | SUBSIDY OR AFFILIATE? ? OR (THIRD OR 3RD OR ANOTHER OR OTHER) () (PARTY OR PARTIES OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ?) |
| S11 | 6002194 | THIRDPARTY OR EXTERNAL OR OUTSIDE OR OUT()SIDE OR SEPARATE OR DIFFERENT OR AGENT OR INTERMEDIARY OR PARTNER? ? |
| S12 | 858987 | (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (-SERVICE? ? OR THIRDPARTY) |
| S13 | 5843282 | BUYER? ? OR PURCHASER? ? OR CONSUMER? ? OR VENDEE? ? OR PROCURER? ? OR BIDDER? ? OR PATRON? ? OR CUSTOMER? ? OR CLIENT? ? OR LICENSEE? ? OR LICENCEE? ? OR SHOPPER? ? OR USER? ? |
| S14 | 4825 | (S1:S6) (3S)S7(3S) (S8:S12) |
| S15 | 2923 | S14(3S)S13 |
| S16 | 2626 | S14(3S) (PASSENGER? ? OR TRAVELER? ? OR TRAVELLER? ? OR CUSTOMER? ? OR TOURIST? ? OR PERSON? ? OR PEOPLE OR PATRON? ? OR CONSUMER? ?) |
| S17 | 29 | (S15 OR S16) (3S) ((SUBSEQUENT OR FEEDBACK OR FEED()BACK OR TREND? ? OR PATTERN? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?)) |
| S18 | 233 | (S1:S6) (3S)S7(3S) (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (VEND?R OR SELLER OR SUPPLIER OR PROVID?R OR - PARTY OR PARTIES OR SOURCE OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ? OR AGENCY OR AGENCIES) |
| S19 | 1 | S18(3S) ((SUBSEQUENT OR FEEDBACK OR FEED()BACK OR TREND? ? - OR PATTERN? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?)) |
| S20 | 29 | S17 OR S19 |
| S21 | 3 | S20 NOT PY>1999 |
| S22 | 3 | RD (unique items) |

? t22/3,k/all

22/3,K/1

DIALOG(R)File 20:Dialog Global Reporter

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08574780 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Don't Like That Price? Wait Another Hour 'Til the Deal Gets Even Better

During OutletZoo.com's Twelve-Day Holiday Price Drop Event

BUSINESS WIRE

December 06, 1999

29-Mar-05

1

12:07 PM

Ginger R. DeMille

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 793

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... can opt to purchase the item at any time or continue to wait for the **next price** drop--and risk having their coveted item snapped up by some other smart **shopper** !

"Our Christmas Countdown is unlike any other online event this holiday season," said Ed Samp, CEO and Head Zookeeper at OutletZoo.com. "While other shopping **sites** are offering the usual incentives like free shipping, free gift wrapping, or \$10 off purchases, only OutletZoo.com will have hourly price drops on already-bargain-basement deals."

OutletZoo.com **shopper** Donna Hornby will be among the holiday bargain-hunters combing OutletZoo.com's listings for...

22/3,K/2

DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

07812268 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Markets Await Labor Department's Price-Trend Report

Robert Dodge

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (DALLAS MORNING NEWS - TEXAS)

October 19, 1999

JOURNAL CODE: KDMN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 932

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... the big picture shows a very modest uptick in prices.

At the end of August, **consumer** prices were up 2.3 percent over their year-ago levels. That compares with a...

22/3,K/3

DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

04255422 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Autobytel.com Accredited Dealers' Commitment to Business Model Enables Them to Maintain Entrepreneurial Spirit, While Delivering High Customer Satisfaction Marks

BUSINESS WIRE

February 07, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1519

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... for a change -- and they don't need to be forced into it by new **one - price** selling practices. **Trend** -setting dealerships realize that **customer** satisfaction is ultimately what will keep them in business.

" **Consumers** are rapidly embracing the concept of shopping via the Internet," said Babbington. "We are seeing..."

... purchase request volume from Autobytel.com and the decrease in foot traffic in our showrooms."

Customer testimonials arrive daily touting the benefits of online car buying: "I can't even imagine not using Autobytel.com," said Dan Waterman, a repeat Autobytel.com **customer** at Waikem Motors. "The process was easy, straightforward, and the price was nearly \$5,000 less than what I was quoted at my local dealership."

A Win-Win for **Consumers** and **Dealers**

Successful businesses make money and have profits. The trick is do it

Ginger R. DeMille

more efficiently so...

? show files;ds

File 9:Business & Industry(R) Jul/1994-2005/Mar 28
 (c) 2005 The Gale Group
 File 476:Financial Times Fulltext 1982-2005/Mar 29
 (c) 2005 Financial Times Ltd
 File 610:Business Wire 1999-2005/Mar 29
 (c) 2005 Business Wire.
 File 613:PR Newswire 1999-2005/Mar 29
 (c) 2005 PR Newswire Association Inc
 File 634:San Jose Mercury Jun 1985-2005/Mar 28
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 File 636:Gale Group Newsletter DB(TM) 1987-2005/Mar 29
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 File 810:Business Wire 1986-1999/Feb 28
 (c) 1999 Business Wire
 File 813:PR Newswire 1987-1999/Apr 30
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| Set | Items | Description |
|-----|---------|---|
| S1 | 44733 | (MASTER OR CENTRAL OR MAIN OR CHIEF OR PRIMARY OR PRIME OR PRINCIPAL OR MAJOR OR LEAD OR PRINCIPAL) (2W) (CONTROLLER? OR PROCESSOR? ? OR COMPUTER? ? OR CPU OR SERVER? OR HOST? ?) |
| S2 | 634488 | NETWORK(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) OR (BROADCAST OR SATELLITE OR CABLE OR CELLULAR OR TELEPHONE OR PHONE OR WIRELESS OR WAP) () (SERVICE OR SUPPL??? OR DEALER?) |
| S3 | 442389 | NETWORK(4N) (VENDOR? ? OR SELLER? ? OR SERVICE? ? OR COMPAN-???) |
| S4 | 166667 | CONTENT(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) |
| S5 | 1762036 | SELLER? ? OR VEND?R? ? OR PEDDLER? ? OR PEDLAR? ? OR MERCHANT? ? OR DEALER? ? OR TRADER? ? OR SHOPKEEPER? ? OR MERCHANTISER? ? OR DISTRIBUT?R? ? OR WHOLESALER? ? |
| S6 | 2641756 | WHOLE()SALER OR RETAILER? ? OR LICENS?R? ? OR ASSIGN?R? ? - OR PROVIDER? ? OR SUPPLIER? ? OR PURVEY??? |
| S7 | 22852 | (FIRST OR INITIAL OR SEED OR ONE OR 1ST OR BEGINNING OR START OR STARTING) (1W) PRICE |
| S8 | 6357270 | SUPPLIER? ? OR RETAILER? ? OR MERCHANT? ? OR DEALER? ? OR - VEND?R? ? OR RESELLER? ? OR LOCATION? ? OR SITE? ? OR PLACE? ? OR PROVIDER? ? OR SHOPKEEPER? ? |
| S9 | 724173 | MERCHANTISER? ? OR DISTRIBUT?R? ? OR SHOP OR PURVEY?R? ? OR SECOND()SELLER |
| S10 | 831913 | SUBSIDY OR AFFILIATE? ? OR (THIRD OR 3RD OR ANOTHER OR OTHER) () (PARTY OR PARTIES OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ?) |
| S11 | 3476366 | THIRDPARTY OR EXTERNAL OR OUTSIDE OR OUT()SIDE OR SEPARATE OR DIFFERENT OR AGENT OR INTERMEDIARY OR PARTNER? ? |
| S12 | 82730 | (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (-SERVICE? ? OR THIRDPARTY) |
| S13 | 5327874 | BUYER? ? OR PURCHASER? ? OR CONSUMER? ? OR VENDEE? ? OR PROCURER? ? OR BIDDER? ? OR PATRON? ? OR CUSTOMER? ? OR CLIENT? ? OR LICENSEE? ? OR LICENCEE? ? OR SHOPPER? ? OR USER? ? |
| S14 | 5935075 | PASSENGER? ? OR TRAVELER? ? OR TRAVELLER? ? OR CUSTOMER? ? OR TOURIST? ? OR PERSON? ? OR PEOPLE OR PATRON? ? OR CONSUMER? ? |
| S15 | 34915 | (SUBSEQUENT OR FEEDBACK OR FEED()BACK OR TREND? ? OR PATTERN? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?) |
| S16 | 421551 | (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (-VEND?R OR SELLER OR SUPPLIER OR PROVID?R OR PARTY OR PARTIES - OR SOURCE OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ? OR AGENCY OR AGENCIES) |
| S17 | 32 | (S1:S6) (3S) S7(3S) (S8:S12 OR S16) (3S) (S13:S14) (3S) S15 |
| S18 | 17 | S17 NOT PY>1999 |
| S19 | 17 | RD (unique items) |

? t19/3,k/all

19/3,K/1 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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2426386 Supplier Number: 02426386 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Ameritech Joins Flat-rate Trend

(Ameritech Cellular introduced ClearRate wireless rate plans which eliminate long-distance and roaming charges within the Ameritech footprint)

Wireless Week, p 1+

April 05, 1999

DOCUMENT TYPE: Journal ISSN: 1085-0473 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 596

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Canada, an investment that ultimately had the blessing of SBC.

Interestingly, SBC does not have **one** wireless **price** plan for all of its markets, which include the Southern New England Telecommunications Corp., Pacific...

...Wireless brands. "That's really because we have to be flexible in each of the **different** markets," said Jennifer Bradley, spokeswoman for SBC in Dallas.

More than 90 percent of customers...

...plans often eliminate those charges within predefined calling areas.

Some analysts caution the new pricing **trend** will lead to **price** erosion in the industry and force carriers to cut back in other areas, including staff. Others characterize the plans as a great way to drive growth, boost revenue and satisfy **consumers**.

Ameritech predictably thinks its new plan will improve both the top and bottom lines, and...

...Chicago-based carrier has an agreement with Ameritech Communications, a partially facilities-based long-distance **provider**, to supply its long-distance services. That agreement is a precursor to Ameritech Corp. one...

19/3,K/2 (Item 2 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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2272703 Supplier Number: 02272703 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Ferrous scrap exporters: Facing a chorus of 'thanks, but no thanks'

(Japanese scrap processors and traders are expected to export 2 mil tons or more of ferrous scrap in 1998; US exporters are having problems)

American Metal Market International Steel Supplement, p 7A+

October 05, 1998

DOCUMENT TYPE: Journal; Industry Overview ISSN: 0002-9998 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1122

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...furnace rivals at home.

That's a far cry from the pattern that was in **place** earlier in this

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decade. Japan, even as late as 1995 was major ferrous scrap importing nation which took in almost 800,000 tons from U.S. **suppliers**. This year by comparison, Japanese steelmakers have bought only 13,229 tons of ferrous scrap...

...once the largest overseas market for U.S. ferrous scrap exporters, but now in second **place** behind Canada--remains weak. Shipments to South Korea by U.S. scrap exporters have fallen...

...basis No. 1 heavy melting steel price, the tag that most of the exporters and **traders** use as benchmark for their pricing calculations. They instead appear to be the average price...

...and structural scrap).

"Premiums are dead these days," he added. "The Koreans are the only **buyers** in the market these days and they are not paying anything extra for the bonus...

...it doesn't matter if you send us heavy melt or shredded. There's only **one price**," said another California based **trader**.

Less demand for scrap overall and for the pricier grades is the main reason, he said, but at the same time, the few **buyers** in the market are being flooded with offers, each one lower than the previous **offer**.

Other **patterns** have changed as well, he said. Now the exporters are likely to see only one...

...and we are all beating each other's brains out for every sale."

And in **place** of tenders for shiploads of iron and steel scrap, explained another scrap **trader**, some of their Korean steelmakers are purchasing more pig iron from Chinese and Japanese producers...

19/3,K/3 (Item 3 from file: 9)
DIALOG(R) File 9:Business & Industry(R)
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1996962 Supplier Number: 01996962 (USE FORMAT 7 OR 9 FOR FULLTEXT)
2nd Generation WebTV Comes To Market
(WebTV Networks's new 2nd-generation WebTV Plus System features built-in cable-ready tuner and WebPIP feature that brings picture-in-picture capability to standard televisions)
Advanced Television Markets, n 61, p 5
October 1997
DOCUMENT TYPE: Newsletter ISSN: 0953-539X (United Kingdom)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 732

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...system, within days of the launch of a competing system developed by NetChannel Inc., (see **separate** story). The new WebTV Plus receiver, developed by Philips Electronics under its Magnavox brand - which will eventually allow TV viewers to pick up over-the-air data streams to **provide** additional **content** for conventional television - will be built and marketed by Sony, Philips and Mitsubishi, with an **initial price** of \$300, not including a \$70 optional keyboard. The new WebTV Plus System includes a...

...tuner and a WebPIP feature that brings picture-in-picture capability to standard TVs, allowing **consumers** to view TV and Web programming at the same time. WebPIP is made possible by...

...WebPIP also supports 3D special-effects transitions with live video and graphics.

WebTV Plus also **provides** Web **content** tied directly to TV shows. Its TV Crossover Links are designed to complement and enhance TV programs by providing access to integrated web **sites** that are directly related to these programmes. When the WebTV Plus Receiver detects Web links...

...they are watching. They might also engage in online chatting with fans or stars, or **offer** their **feedback** through instantaneous polls and votes.

WebTV hopes that TV Crossover Links will also provide broadcasters...

...a powerful new medium to connect more closely and efficiently with their audiences. Leading content **providers** such as Discovery, E! Online, PBS, Warner Bros. Online and MSNBC have announced their intention...

19/3,K/4 (Item 4 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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1903077 Supplier Number: 01903077 (USE FORMAT 7 OR 9 FOR FULLTEXT)

NEWS: UK: NIE and regulator may face court battle

(Northern Ireland Electricity and Ofreg, its regulator, were set on collision course after Ofreg stood by its decision to reject MMC adjudication of a dispute between them)

Financial Times London Edition, p 07
August 07, 1997

DOCUMENT TYPE: Business Newspaper ISSN: 0307-1766 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 503

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...with single regulators pitted against companies in unseemly public spats.

NIE, which is the monopoly **supplier** and **distributor** of electricity in Northern Ireland, said it was "disappointed" that Ofreg had decided to overrule...

...he rejected the commission's recommendations.

In April the MMC said the price NIE charges **customers** for distribution and transmission of power should be cut by 25 per cent in 1997...

...initial one-off cut of 30 per cent. Yesterday it said it would set the **initial price** cut at 29 per cent and cut **prices** in the **subsequent** four years by 2 per cent.

The difference between the MMC recommended price cut and...

19/3,K/5 (Item 5 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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1751526 Supplier Number: 01751526 (USE FORMAT 7 OR 9 FOR FULLTEXT)

SHADES OF SUMMER

(Designer sunglasses are this year's hottest fashion accessory; ways that pharmacies can cash in without breaking the bank are discussed)

Beauty Counter, n 2, p 22

February 1997

DOCUMENT TYPE: Journal ISSN: 0906-3751 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 876

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...come up to scratch?

FASHION VICTIMS

Rod Lane, managing director of Fabris Lane, a major **supplier** of sunglass brands to the retail trade, says: "Stocking brands which take their lead from...

...28 new styles with both metal and acetate-look frames incorporating coloured lenses. Addressing the **trend** for higher-**priced** sunglasses, the Elite range starts at Pd24.99 and increases to Pd39.99. Peter Allen ...

...protection remains an important factor when choosing a pair of sunglasses. John Bowlit maintains: "Most **people** these days expect high-quality protection as a matter of course. However, unless a brand...

...the CE mark, which denotes that it has satisfied basic health and safety requirements, the **retailer** should be wary."

He has identified two sectors of the market where brands may still...

19/3,K/6 (Item 6 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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1622591 Supplier Number: 01622591 (USE FORMAT 7 OR 9 FOR FULLTEXT)

PX Prices Retreat On Worldwide Basis

(Paraxylene growth is expected to grow at about 8%/year through the year 2001 on a worldwide basis)

Chemical Marketing Reporter, v 250, n 15, p 3+
October 07, 1996

DOCUMENT TYPE: Journal ISSN: 0090-0907 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1204

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...cents at the beginning of the year.

With downward pressure still being applied by other **buyers**, US pricing remains unsettled and has the potential to lose further ground.

In Europe the...

...between 20 and 21 cents last quarter. The price seems to be reasonably stable, a **supplier** says, but depending on contract settlements in other parts of the world, there may be...

...from about 20 cents last quarter. Pricing in this region has still not settled. A **supplier** says there is strong pressure on producers for even lower prices.

"This is the start of a **trend** to have global **prices** for paraxylene in parity," a **supplier** says. In the past, prices varied from region to region, but in the last few quarters they have been more in line. The **supplier** attributes this, in part, to lower profits.

For some producers the cash-cost point is...

...In other regions, especially Asia, producers get more value using xylenes in gas blends," a **supplier** says. "It just doesn't pay to remove the para."

One consultant disagrees and says...

19/3,K/7 (Item 7 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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1583548 Supplier Number: 01583548 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Dinnerware Trade-Up
(Mass **merchants** are improving their assortments of dinnerware, including higher price points)
HFN, v 70, n 34, p 31+
August 19, 1996
DOCUMENT TYPE: Journal ISSN: 1082-0310 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1242

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...displayed right, the customers will buy," said Joe Soviero, executive vice president of Sango.

"Mass **merchants** should absolutely keep opening price points. The problem has been that they built their whole...

...he continued.
BACK TO BASICS

The branded and fashion lines should add layers to mass **merchants** ' assortments, not replace their volume business, **vendors** say.

A 20-piece set is the most popular configuration in mass **merchants** .
Retailers range from \$14.99 to \$109.99. Industry sources say approximately 60 percent of the business is done at \$19.99.

"Mass **merchants** have to be very competitive on price," said Young Kim, vice president of marketing for...

...squeezed by the housewares and china departments in department stores. At the same time, mass **merchants** are looking for opportunities on branded, better lines. The growth is on the better end."

Above all, said Jeffrey Grinspan, national sales manager for Sakura, "mass **merchants** want patterns that sell at a price point which is comfortable to their **consumer** ."

" **First price** , then **pattern** , then brand counts" to the mass **merchant consumer** , said Harmon Stein, president of Retroneu/Excel, which holds the Farberware license. "Dinnerware stops at a price point. Those who have traded up have lost volume."

Retailers are finding ways, however, to raise price points in their everyday business. Open stock and four-pack programs are higher ticket items for **retailers** . They account for an estimated 20 percent of the dinnerware business in mass **merchants** .

"Everyone holds their breath when they go over the magical price points in sets: \$19.99, \$29.99," said David Radin, spokesman for Corning **Consumer Products**. "There are better margins in open stock for the **retailer** ."

Ginger R. DeMille

Under Corelle's Impressions line, a 20-piece set retailing for \$40, will sell open stock at \$20 for a traditional five-piece **place** setting, or \$80 for service for four.

Target has come up with its own solution...

...line of accessories.

"Target changed the whole structure of the business, said a leading dinnerware **vendor** . "It's important now because **retailers** don't want of raise the prices on 20-piece sets. They have brought up...

19/3,K/8 (Item 8 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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1574002 Supplier Number: 01574002 (USE FORMAT 7 OR 9 FOR FULLTEXT)
ONE-PRICE AUTO DEALERS BUCKING TREND IN SAN ANTONIO AND NATIONWIDE
(Between 1,000 and 2,000 of the 23,000 new car dealers in the US offer
fixed price selling, down from 2,000 in 1994)

San Antonio Express-News , p N/A

July 20, 1996

DOCUMENT TYPE: Regional Newspaper ISSN: 1065-7908 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 624

ABSTRACT:

...automobile dealerships in San Antonio, TX, are currently using a strategy running counter to a **trend** . Gunn **offers** no-haggle, fixed prices for new and used cars. The Rikess Group noted that of 23,000 US new-car dealerships, only 1,000-2,000 **dealers** use a **one - price** strategy today versus nearly 2,000 in 1994. At Gunn, sales **persons** are paid a base salary, and are eligible for a monthly bonus after they sell their 6th car each month. Since the start of the **one - price** strategy, Gunn-Nissan acknowledges that **another dealer** has entered the competition. However, Gunn's Honda sales have clearly increased. Rikess predicts that **one - price** auto dealerships will eventually increase rapidly. Article provides other background information on the **one - price** strategy. ...

19/3,K/9 (Item 9 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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1337300 Supplier Number: 01337300 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Dealers say they're sold on one-price plan

(Car dealers using one-price selling are committed to maintaining the
course; trend slowed because dealers are fairly profitable)

Automotive News, n 5633, p 8

November 20, 1995

DOCUMENT TYPE: Journal ISSN: 0005-1551 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 658

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...program works; we can show you that it works," he said.

While a handful of **dealers** have practiced **one - price** selling for many years, the method made headlines in the early 1990s as **dealers** looked for ways to stay afloat during the recession.

Mark Rikess, president of Mark Rikess & Associates, a Los Angeles

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consulting firm that specializes in **one - price** selling, organized last week's seminar. He holds them three or four times a year for **one - price dealers** .

TREND HAS SLOWED

He said the trend of **dealers** turning to the selling method has slowed in recent months because **dealers** have been fairly profitable. When **dealer** 's profits are down they are more apt to take risks; that's why **one - price** selling was popular in the early 1990s, he said.

He estimates that about 10 percent of the 22,400 U.S. **dealers** use **one - price** selling. Rikess has about 300 **dealer clients** .

Issues discussed during the seminar included **one - price** used cars, niche marketing and Internet sales methods.

One panel discussion focused on how to advertise one-price selling without dwelling on price.

Don Polyschuk a Toronto Chevrolet-Geo-Oldsmobile **dealer** , was among those seeking a better way to get his one-price message across. Polyschuk...

19/3,K/10 (Item 1 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext

(c) 2005 Financial Times Ltd. All rts. reserv.

0009075894 BOHHGAHACMFT

News: UK: NIE and regulator may face court battle

SIMON HOLBERTON

Financial Times, London Edition 1 ED, P 7

Thursday, August 7, 1997

DOCUMENT TYPE: Stories; NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 508

...with single regulators pitted against companies in unseemly public spats.

NIE, which is the monopoly **supplier** and **distributor** of electricity in Northern Ireland, said it was 'disappointed' that Ofreg had decided to overrule...

...he rejected the commission's recommendations.

In April the MMC said the price NIE charges **customers** for distribution and transmission of power should be cut by 25 per cent in 1997...

...initial one-off cut of 30 per cent. Yesterday it said it would set the **initial price** cut at 29 per cent and cut **prices** in the **subsequent** four years by 2 per cent.

The difference between the MMC recommended price cut and...

19/3,K/11 (Item 1 from file: 610)

DIALOG(R)File 610:Business Wire

(c) 2005 Business Wire. All rts. reserv.

00151027 19991206340B1229 (USE FORMAT 7 FOR FULLTEXT)

Don't Like That Price? Wait Another Hour 'Til the Deal Gets Even Better During OutletZoo.com's Twelve-Day Holiday Price Drop Event

Business Wire

Monday, December 6, 1999 09:19 EDT

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 753

...On a normal day, OutletZoo.com's signature Automatic Price Drop(TM) (APD) system allows **consumers** to get the best prices on already bargain-priced merchandise such as toasters, computers, crystal stemware, jewelry and CD players. Each item listed for sale on the Web **site** has a pre-set schedule of markdowns; prices drop by a **seller** -determined percentage every price period--sometimes two days, sometimes a week, sometimes 14 days--until...

...Countdown" event, the APD will go into overdrive; prices on goods from each of the **site** 's "Zoos," or product categories, will drop by either five or ten percent hourly. **Shoppers** can expect to find deals on goods ranging from power saws to cookware to dolls...
...December 8

The fun begins at noon on Wednesday, December 8. Visitors to the Web **site** will click through a special "Twelve Days" icon to view the specially priced merchandise. New...

...hourly between noon and five p.m. EST on each of the 12 days, so **consumers** can keep watching OutletZoo.com to find bargains for everyone on their Christmas list!

An example of the bargains **shoppers** can expect: a Towle stainless steel flatware set will be one of the first items...

...This elegant flatware set retails for \$125, but it will debut on OutletZoo at a **starting price** of only \$52.50. After five hours, bargain hunters will be able to purchase it at 72 percent off what they would have paid in a retail store! **Shoppers** can opt to purchase the item at any time or continue to wait for the **next price** drop--and risk having their coveted item snapped up by some other smart **shopper** !

"Our Christmas Countdown is unlike any other online event this holiday season," said Ed Samp, CEO and Head Zookeeper at OutletZoo.com. "While other shopping **sites** are offering the usual incentives like free shipping, free gift wrapping, or \$10 off purchases, only OutletZoo.com will have hourly price drops on already-bargain-basement deals."

OutletZoo.com **shopper** Donna Hornby will be among the holiday bargain-hunters combing OutletZoo.com's listings for...

...Drop(TM) system, offering periodic price drops for each of the items listed on the **site** . OutletZoo.com allows sellers of excess consumer goods to reach a global market of buyers...

19/3,K/12 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03720810 Supplier Number: 48039234 (USE FORMAT 7 FOR FULLTEXT)

MARKETS BOUNCE - BUT ALONG THE BOTTOM?

International Coal Report, pN/A

Oct 8, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 618

... press reports suggest Australians - or at least an Australian - has bid \$29.00 for the **first year price** of a 10-year contract. Without the other details -on how **prices** are structured in **subsequent** years for example - this price appears neither high nor low. Set against the current

\$37...

...37.00 CIF on 6,000kc NAR. No one is putting their hands up as **suppliers**, but the most likely candidate is felt to be Noble, who sold four capes to ...

...freight. Have Richards Bay prices bottom out at \$27-28 FOB? Reports this week from **buyers** suggest not with offers from producers just over \$26.00 basis 6,150kc.

MCIS SPOT...

19/3,K/13 (Item 2 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03656176 Supplier Number: 47877843 (USE FORMAT 7 FOR FULLTEXT)

DOES HIGH-PRICED MCAD HAVE A FUTURE?

Computer Aided Design Report, v17, n8, pN/A

August 1, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 3828

... Whether SolidWorks succeeds or founders, the forces underlying its success to date remain at work. **Customers** have responded enthusiastically to the lower prices, snapping up tens of thousands of medium-priced...

...all the sophisticated features of Pro/Engineer. Industry leader Parametric Technology responded by slashing the **starting price** of its PT/Modeler software from \$4,995 to \$2,995. Hewlett-Packard has cut...

...can be made selling solid-modeling software at about \$5,000, some companies either established **suppliers** or upstarts are certain to try. Because SolidWorks has had the best geometric modeling and...

...like SDRC or PTC improve the capabilities of their mid-range products. However, the downward **trend** in **prices** of solid-modeling software won't be arrested or reversed.

Justifying High Prices

So what will happen to the high-priced mechanical CAD **vendors**? For them to keep their prices high in the long term, they must offer more...

...that day comes, it's not clear to us just what improvements the high-priced **vendors** can make to justify their price premiums.

In the discipline of geometric modeling, there are...

19/3,K/14 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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02718929 Supplier Number: 45515538 (USE FORMAT 7 FOR FULLTEXT)

FINANCIAL: SEQUOIA SYSTEMS THIRD QUARTER REVENUES UP 39%

EDGE: Work-Group Computing Report, v6, n257, pN/A

May 1, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1164

... our exceptionally strong third quarter revenue gain, largely due to heavy demand by one telecommunications **customer**, will likely not be repeated next quarter."

Third quarter gross margins were strong in Sequoia...

Ginger R. DeMille

...Series 500, which carries a lower gross margin. This product is particularly attractive to those **users** wanting to purchase an entry-level fault-tolerant system at a lower **initial price**.

Subsequent to the close of the quarter, Sequoia has paid down all bank debt of the...

...in which system availability, fast response times and data integrity are critical. As a leading **supplier** of ruggedized, mission-critical computers from the desktop to the mainframe, Sequoia and its subsidiary...

...in other systems. Professional services and maintenance support are provided to the company's worldwide **customer** base. Sequoia's (SEQS) common stock is traded on Nasdaq.

Sequoia Systems, Inc. and Subsidiaries...

19/3,K/15 (Item 1 from file: 810)
DIALOG(R)File 810:Business Wire
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0975360 BW0012

CA AUTOBYTEL COM 2: Autobytel.com Accredited Dealers' Commitment to Business Model Enables Them to Maintain Entrepreneurial Spirit, While Delivering High Customer Satisfaction Marks

February 07, 1999

Byline: Business/Automotive Editors & High-Tech/Multimedia Writers

...via Autobytel.com, they have all the tools necessary to make a smart choice. Similarly, **dealers** who understand the business model and are able to profit while delivering high customer satisfaction experience a certain amount of pride that will never be found at a **one - price shop**."

Autobytel.com has shown that the **dealers** who want to succeed and prosper are ready for a change -- and they don't need to be forced into it by new **one - price** selling practices. **Trend** -setting dealerships realize that **customer** satisfaction is ultimately what will keep them in business.

"Consumers are rapidly embracing the concept...

19/3,K/16 (Item 1 from file: 813)
DIALOG(R)File 813:PR Newswire
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0558165 LA017
J.D. POWER AND ASSOCIATES STUDY UPDATE REVEALS ONE-PRICE CAR DEALER PROFITS, GROWTH AND CUSTOMER SATISFACTION ARE UP

DATE: January 26, 1993 08:05 EST WORD COUNT: 413

...PRNewswire/ -- New information on the development of the no-haggle auto retailing philosophy shows that **one - price retailers** ' profit and productivity levels are higher than those using traditional selling techniques. According to J.D. Power and Associates' study of retailing **trends**, the elimination of **price** haggling at some **retailers** also leads to a substantially higher degree of **customer** satisfaction.

Based on research from "Volume 2, **One - Price** Selling: Revolution in the Showroom(SM)," J.D. Power and Associates estimates that the growth in **one - price retailers** from 1991 to 1992 was 71 percent, and the potential for future growth in the number of no-haggle

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dealerships is high. An estimated 15 percent of the auto **retailers** in the United States are projected to be operating on this basis by year-end...

...Doris Ehlers, account director and author of the study, "is the fact that while current **one - price dealers** are high on the concept, a third of those who were operating on that basis a year ago have abandoned the idea. Nevertheless, the number of no-haggle **retailers** increased dramatically from 1991 to 1992."

The analysis accompanying the report cautions **retailers** to carefully consider the pros and cons of a no-haggle concept because of the **customer** reaction. "It is more than simply a matter of posting prices on vehicles and selling...

...and value information instead of price," said Ehlers.

J.D. Power and Associates' "Volume 2, **One - Price** Selling: Revolution in the Showroom(SM)" includes details on the positive impact that **one - price** selling has had on overall profitability, salesperson compensation, vehicle inventory, advertising expenses and finance and insurance profits. In addition, it identifies changes in shopping patterns that are caused when a **one - price** operation is introduced into a market.

Critical to **one - price** selling success is its credibility with customers. **One - price retailers** are challenged to find the right advertising message and pricing strategies that will convince customers...

19/3,K/17 (Item 2 from file: 813)
DIALOG(R)File 813:PR Newswire
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0293710 FLFNS1
TRAVELERS 'FLORIDA BOUND' HELP REDUCE U.S. OIL IMPORTS

DATE: August 10, 1990 07:34 EDT WORD COUNT: 310

...increase over its record of 38.7 million visitors of 1989, this guide will enable **travelers** in the Sunshine State to participate in a program of impressive size.

With the cooperation...

...to the hotels, motels, and resorts of Florida that are recognized for having policies in **place** that encourage energy conservation. It describes each facility in detail and even offers direct phone...

...of travel agents. If only 50 percent of visitors use this guide, over 20 million **people** will help conserve energy for already strained public utilities.

The Iraqi invasion of Kuwait didn't **start a price gouging trend** in Florida. That is an already established practice in some parts of the state. Florida...

...visitors come to the state via automobile this year and don't think the gasoline **retailers** aren't aware of this statistic, said Michael Billy, president of Compuprop.

"For example, gas...

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? show files;ds

File 15:ABI/Inform(R) 1971-2005/Mar 28
 (c) 2005 ProQuest Info&Learning
 File 16:Gale Group PROMT(R) 1990-2005/Mar 29
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 File 148:Gale Group Trade & Industry DB 1976-2005/Mar 29
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 File 160:Gale Group PROMT(R) 1972-1989
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 File 275:Gale Group Computer DB(TM) 1983-2005/Mar 29
 (c) 2005 The Gale Group
 File 621:Gale Group New Prod.Annou.(R) 1985-2005/Mar 29
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| Set | Items | Description |
|-----|----------|---|
| S1 | 118133 | (MASTER OR CENTRAL OR MAIN OR CHIEF OR PRIMARY OR PRIME OR PRINCIPAL OR MAJOR OR LEAD OR PRINCIPAL) (2W) (CONTROLLER? OR PROCESSOR? ? OR COMPUTER? ? OR CPU OR SERVER? OR HOST? ?) |
| S2 | 1280723 | NETWORK(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) OR (BROADCAST OR SATELLITE OR CABLE OR CELLULAR OR TELEPHONE OR PHONE OR WIRELESS OR WAP) () (SERVICE OR SUPPL??? OR DEALER?) |
| S3 | 877210 | NETWORK(4N) (VENDOR? ? OR SELLER? ? OR SERVICE? ? OR COMPANY???) |
| S4 | 327362 | CONTENT(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) |
| S5 | 3884127 | SELLER? ? OR VEND?R? ? OR PEDDLER? ? OR PEDLAR? ? OR MERCHANT? ? OR DEALER? ? OR TRADER? ? OR SHOPKEEPER? ? OR MERCHANTISER? ? OR DISTRIBUT?R? ? OR WHOLESALE? ? |
| S6 | 5270246 | WHOLE()SALER OR RETAILER? ? OR LICENS?R? ? OR ASSIGN?R? ? - OR PROVIDER? ? OR SUPPLIER? ? OR PURVEY??? |
| S7 | 51447 | (FIRST OR INITIAL OR SEED OR ONE OR 1ST OR BEGINNING OR START OR STARTING) (1W) PRICE |
| S8 | 11696754 | SUPPLIER? ? OR RETAILER? ? OR MERCHANT? ? OR DEALER? ? OR VEND?R? ? OR RESELLER? ? OR LOCATION? ? OR SITE? ? OR PLACE? ? OR PROVIDER? ? OR SHOPKEEPER? ? |
| S9 | 1620653 | MERCHANTISER? ? OR DISTRIBUT?R? ? OR SHOP OR PURVEY?R? ? OR SECOND()SELLER |
| S10 | 1677915 | SUBSIDY OR AFFILIATE? ? OR (THIRD OR 3RD OR ANOTHER OR OTHER) () (PARTY OR PARTIES OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ?) |
| S11 | 6928501 | THIRDPARTY OR EXTERNAL OR OUTSIDE OR OUT()SIDE OR SEPARATE OR DIFFERENT OR AGENT OR INTERMEDIARY OR PARTNER? ? |
| S12 | 172680 | (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (-SERVICE? ? OR THIRDPARTY) |
| S13 | 11169812 | BUYER? ? OR PURCHASER? ? OR CONSUMER? ? OR VENDEE? ? OR PROCURER? ? OR BIDDER? ? OR PATRON? ? OR CUSTOMER? ? OR CLIENT? ? OR LICENSEE? ? OR LICENCEE? ? OR SHOPPER? ? OR USER? ? |
| S14 | 10957827 | PASSENGER? ? OR TRAVELER? ? OR TRAVELLER? ? OR CUSTOMER? ? OR TOURIST? ? OR PERSON? ? OR PEOPLE OR PATRON? ? OR CONSUMER? ? |
| S15 | 62431 | (SUBSEQUENT OR FEEDBACK OR FEED()BACK OR TREND? ? OR PATTERNS? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?) |
| S16 | 961271 | (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (-VEND?R OR SELLER OR SUPPLIER OR PROVID?R OR PARTY OR PARTIES - OR SOURCE OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ? OR AGENCY OR AGENCIES) |
| S17 | 137 | (S1:S6) (3S) S7(3S) (S8:S12 OR S16) (3S) (S13:S14) (3S) S15 |
| S18 | 90 | S17 NOT PY>1999 |
| S19 | 77 | RD (unique items) |

? t19/3,k/all

19/3,K/1 (Item 1 from file: 15)
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02517083 116351356

Multiplex retailers versus wholesalers A test of the total value of purchasing model

Lusch, Robert F; Vargo, Stephen L

International Journal of Physical Distribution & Logistics Management

v28n8 PP: 581-598 1998

ISSN: 0960-0035 JRNL CODE: IPD

WORD COUNT: 7233

...TEXT: relation to intended behavior.

Normative models

Normative models are typically extensions of one of three **supplier** evaluation models that are purported to be commonly employed in industry (Giunipero and Brewer, 1993...

...modifications. For example, Thompson (1990) proposes a modified weighted-point model that replaces single-point **supplier** evaluations with ranges for each evaluative criterion. Graphical representation of these ranges can be used to compare potential **suppliers**.

Some normative models recommend multiple-step approaches to **supplier** selection (see Table I). These models (e.g. Giunipero and Brewer, 1993; Smytka and Clemens, 1993) typically involve subjective evaluation of relationships followed by more objective evaluation of preselected alternative **suppliers**. Ellram and Siferd (1993) (see also Ellram, 1994) group all of these approaches under the...

...studies is clearly in the direction of the incorporation of performance, improved quality, relationship, and **other service** factors that affect total value, in addition to the more traditional and narrow concerns for selling **price**.

Positive analyses

This **trend** in purchasing management toward an emphasis on quality and service, in addition to selling price, is partially supported by empirical studies intended to assess evaluation criteria actually employed by organizational **purchasers**. However, relative attribute importance has been noted to vary across buying situations and product categories...

...modified-rebuy situations. However, they also found that post-purchase evaluation and search for potential **suppliers** was very limited in most industrial rebuy situations. Puto et al. (1985) found evidence of...

...barrier" in industrial buying. Specifically, they found that in a modified-rebuy situation, the current **supplier** was more likely to be selected even when an alternative **supplier** offered less risk (e.g. a guarantee). That is, **supplier** loyalty seemed to mediate risk taking.

Several researchers have noted differential relative attribute importance as...

...product classes.

Wilson (1994) in comparing a review of past studies concerning relative product and **supplier** attributes with a current survey of buying center members, suggests that there has been a...

...important element in this equation. A purchased product's total cost is made up of **initial price**, various direct and indirect costs associated with product quality, and a similar array of costs...

...service required to support acquisition and use of the product. It is not surprising that **purchasers** who strive to minimize total cost **place** greater emphasis on quality and service and less emphasis on price."

Most of the empirical...

...the selection criteria of internal users. Second, they are usually based on the selection of **suppliers** offering a single product or limited range of products, and therefore **supplier** analysis is inextricably intertwined with product analysis. Third, most are based on relative importance weights, but do not investigate the perceived performance attributes of those **suppliers** actually selected. Fourth, most rely on single-measure indices of the modeled attributes of total...

...Doyle et al., 1979; Puto et al., 1985), most do not explore the role of **supplier** loyalty, buyer inertia, and buyer-seller relationship in the purchasing decision. Of particular interest may...

...these variables may play in "overriding" other attribute weights.

Present study

Middlemen, either wholesalers or **retailers**, can attract customers by providing value-added services, such as directly lowering costs or providingcf. Stern et al., 1996). That is, whether classified as a wholesale- **distributor** or a **retailer**, the functions of entities that supply products to other entities are, by definition, services. Services...

19/3,K/2 (Item 2 from file: 15)
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01974788 47841608

PC software

Elzinga, Kenneth G; Mills, David E
Antitrust Bulletin v44n3 PP: 739-786 Fall 1999
ISSN: 0003-603X JRNL CODE: ANB
WORD COUNT: 13640

...TEXT: marginal-cost pricing. This seemingly peculiar practice is neither irrational nor predatory. One reason a **vendor** may "give" its software away is to hike the demand for complementary products it sells...

...price might suggest that browser software is unprofitable. But browser software generates revenues from portal **site** advertising and stimulates the demand for other kinds of software such as server software and...

...development tools.78

For these reasons, it is not surprising that, in real terms, software **prices** generally **trend** down. In fact, many software products' **prices** actually **trend** down in nominal terms.79 To induce installed base **users** to incur the switching costs of an upgrade, **vendors** often combine product enhancements while preserving or reducing prices. Piracy is another factor that puts...

...of price. Lower market prices reduce somewhat the incentive to pirate.

VII. Performance

The downward **trend** in PC software **prices** is a positive market performance indicator. Unfortunately, there is no published source of pricing data...

...cycles, multiple distribution channels, and bundling are preeminent factors.

It is possible to examine the **trend** in **prices** for particular products,

however. Table 6 exhibits the retail "street" price of successive versions of...

...1990 and 1998. These prices were those advertised by PC Connection, a large software discount **retailer**; each price is the **first price** advertised by PC Connection (on its Web **site** or in PC Magazine) after new products were introduced. From 1990 until 1995 (and the advent of Windows 95), a **user** of Windows required a version of DOS to run underneath Windows. The only retail sales...

...95 added plug and play connectivity, built in TCP/IP networking support, and an improved **user** interface. Windows 98 includes Web browser capability and can support multiple monitors. Controlling for these improvements and other additions that **users** value would mean the real price of Windows fell even more than table 6 suggests.

Applications software is not immune to the downward **trend** in **prices** either. Gandel estimated hedonic price equations for PC spreadsheets sold during the years 1986-1991...positive market performance indicator is the rate of technological change in the industry. Many software **vendors** regularly introduce new kinds of software, and upgrades of their software products may appear every...

19/3,K/3 (Item 3 from file: 15)

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01851261 05-02253

The gas merchant business: Still a place for LDCs?

Herbert, John H

Public Utilities Fortnightly v137n13 PP: 30-39 Jul 1, 1999

ISSN: 1078-5892 JRNL CODE: PUF

WORD COUNT: 4706

...TEXT: risks.

Answers to these questions will determine, for example, whether incumbent distribution companies and their **affiliates** can prosper in the residential and commercial segments of the gas **merchant** business.

Commodity Risk: The Characteristics of Price Volatility

Nothing sets the gas and electric utility...

...industry historically has over-invested in pipeline and storage capacity, and in reserves near production **sites**. Yet today there are a variety of less expensive ways to address this problem. It...

...sales. For power and gas, however, especially for services sold to residential and small commercial **customers**, this precision is impossible. Unexpected changes in weather skew demand for power and gas significantly between days, weeks and seasons-like no **other service** or commodity.1

Wholesale market price variability for natural gas surfaced in the 1970s. At first it was a relatively simple variability, characterized by a significant upward **price trend**, which led to even more surplus investment. Then, after a downward correction in the mid in the sense of uncertain or difficult to predict price movements appeared for the **first** time.

Price volatility provides significant benefits. It supplies market signals for allocating the commodity in the shortterm...

19/3,K/4 (Item 4 from file: 15)
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01820336 04-71327

Purchasing and the learning curve: A case study of a specialty chemicals business unit

Sinclair, Gavin
Journal of Supply Chain Management v35n2 PP: 44-49 Spring 1999
ISSN: 1523-2409 JRNL CODE: JPR
WORD COUNT: 3939

...TEXT: dollars, the purchasing cost reductions were over 20 times the cost of employing the one **purchaser** devoted to cost reduction opportunities.

SOURCES OF RAW MATERIAL COST REDUCTIONS

The sources of raw material cost reductions were investigated in more detail by analyzing the raw material **price trends** for the 15 major raw materials purchased by the business unit (which accounted for 76...

...would have been spent if all of the volume would have been purchased at the **initial price**.

None of the major raw materials had a significant increase in cost during the study...

...the total raw material cost reduction came from employing improved information to exercise leverage on **suppliers**.

There were two approaches to exercising leverage. The first approach was to combine all of...

...material. He approached corporate purchasing with a plan to combine the volumes of all the **different** divisions into a single contract. The corporate purchasing group successfully negotiated a corporate contract which...chemistry of the product. The business unit purchasing group then interviewed all of the possible **suppliers** for the product as identified by research and development and then selected four or five...

...sources approved, the business unit purchasing group was able to obtain more competitive prices from **suppliers** which resulted in raw material cost savings. Often, the original **supplier** continued to maintain the business, but at a lower price.

One factor leading to the...

19/3,K/5 (Item 5 from file: 15)
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01782678 04-33669

CAD industry leaders' Q&A

Anonymous
Computer-aided Engineering v18n3 PP: 58-64 Mar 1999
ISSN: 0733-3536 JRNL CODE: CAE
WORD COUNT: 3589

...TEXT: seek benefits to their bottom line realize that they must look at their internal and **external** (**suppliers**, **vendors**, customers) processes in conjunction with their technology. Only through the synergy of the process, supply...

...and the role that technology plays in our users' environments. Our goal is to create **partners** not simply customers.

McClure, UGS: The modeling technology in the CAD industry has reached a...

...Usability Sciences Corp. in Dallas. And by using an investment tool provided by the Computer **Suppliers** Federation in the United Kingdom, we have been able to show our customers how they...

...and offering of specialized products. This is good news for us as well as our **customers**. A lower base price allowed our **customers** to obtain additional specialized products within their budget. Lower prices also attracted a broader range of new CATIA **users**, including new market segments. With new **customers** we create new product opportunities as we address new market segments. This is a move...

...pricing for value. We re-priced Pro/ENGINEER, and that decision was based on delivering **users** the right functionality at the right price-not everyone needs everything. At new value points...

...mainstream premise was 80% of the functionality for 20% of the price, but now these **vendors** are offering 20% of the functionality for 80% of the price. Offering Pro/ENGINEER for \$5,995 allows more **people** to enter the market- **people** who up until this point were using less sophisticated solutions and had never considered parametric...

...always been "price pressure" in the CAD/CAM/CAE market. The difference has been the **location** of the price. The current **price** movement represents several trends. **First**, **price** is partially a reflection of perceived **consumer** benefit. **Customers** who feel that a new standalone CAD package inserted into their legacy process provides little...

...larger impact on the payback than the purchase price of the software. Our Solid Edge **users** consistently report that they are able to complete their training in less than one week...been a lot of fluctuation in the stock prices of major CAD/CAM/CAE/PDM **vendors** lately. Why is this happening, and what does it mean for technology buyers and users...

...of Deneb-The Digital Manufacturing Company provides our customers with the value of a single **vendor** supported component of their digital enterprise.

Although all **vendors** were impacted by the overall market conditions last year, we were least impacted financially due...

19/3,K/6 (Item 6 from file: 15)

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01765236 04-16227

Multimarket equilibrium, trade, and the law of one price

Laury, Susan K; Holt, Charles A

Southern Economic Journal v65n3 PP: 611-621 Jan 1999

ISSN: 0038-4038 JRNL CODE: SEJ

WORD COUNT: 3608

...TEXT: in this particular case with discrete demand and fixed (inelastic) supply. Having data for two **different** market structures can be helpful for the evaluation of ad hoc explanations of what determines...

...available to traders who buy in the low-priced market and sell in the high- **priced** market. Therefore, the **subsequent** discussion can emphasize how trade affects prices and the reasons for this. Try to get...

...California wine cost the same in California as it does in Japan? This should induce **people** to mention transportation costs. Understanding can be improved by considering the effect of a \$1...increase in market efficiency. Similar results are reported by Williams (1979) and, for markets with **different locations**, by Plott and Uhl (1981). Convergence

to an intertemporal competitive equilibrium was less dramatic when...

19/3,K/7 (Item 7 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
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01736324 03-87314

Market-hampering land speculation: Fiscal and monetary origins and remedies
Foldvary, Fred E
American Journal of Economics & Sociology v57n4 PP: 615-637 Oct 1998
ISSN: 0002-9246 JRNL CODE: AES
WORD COUNT: 8823

...TEXT: the influence of the expert professional speculators alone." Camp followers often lose money, being noise **traders** blindly following the more-informed professionals. But even the professionals can become overconfident.

Speculative demand can thus drive the price higher than that set by the **users** all the way up to the peak, increasing the peak price substantially. This is even...

...as land whose quantity cannot be expanded. After a peak, when the price falls, speculative **sellers** can drive the price to a trough below that which would have taken **place** in the absence of speculation. Smelser (1963, p. 215) notes that "When speculation is rampant, the turning-point is sharper." When actual **users** reduce buying because the price is too high, and investors whose intention is to profit from actual **user** demand and from productivity suspect that the gains are instead coming from speculation, the reduction...anticipated demand. Incorrect anticipation has a negative effect in making the price higher for actual **users** (and reducing the profits of enterprises using the input) when the reduction in quantity occurs...

...driving the price lower after the peak, reducing the profits of the producers.

Because people **place** different weights on the variables that affect the future price of an asset, there are divergent...

...Wieser (1924, p. 367) recognized that this attempt to obtain market power is a quite **separate** function from that of pure speculation. "They are akin to kartels [sic] in that they...

...call for no services of leadership, and are extorted merely by the application of superior **external** means of force."

Such has especially been the case with land speculators who obtained cheaply...

19/3,K/8 (Item 8 from file: 15)
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01730622 03-81612

Who is tomorrow's customer?

Raphel, Murray
Direct Marketing v61n7 PP: 52-54 Nov 1998
ISSN: 0012-3188 JRNL CODE: DIM
WORD COUNT: 1605

...TEXT: says Robert Giampietro, Target's vice president.

Target saw the light - but many of their **suppliers** did not. When Target

Ginger R. DeMille

went to Hallmark and American Greetings to ask for African-American and Hispanic greeting cards and wrapping paper, the **suppliers** were not quick to respond, according to a Wall Street Journal story. So Target switched to smaller **suppliers** who could meet their needs. Within a few months, the two major companies came back...but switch to Saguaro brand in Phoenix.

Does this mean everything each store carries is **different** ? No. In fact the inventory varies, at most, by 20 percent. But the customer feels...

...high quality inventory rubbed off to even our popular lower-priced dresses and overalls. The **consumer** "thought" that since we promoted, advertised, and settled in a niche of exclusive, imported, high...

...have car spaces set aside not just for handicapped, but also expectant mothers. You can **shop** some Burger Kings and have 20 minutes free time on the Internet. There is a...

...orders overnight by Federal Express. There won't be special days for sales (where the **customer** says, "I might as well wait before I go there. I know they have at least three sales a month..."). Setting the **one** -low--**price** -every-day **trend** already: WalMart, Toys 'R' Us, Target, K-Mart.

If one store in a chain doesn't...

...so-distant few months (less when you're reading this) is this message: as successful **retailers** and direct marketers, we must change, adapt and adopt our philosophy, direction and yes, our writing, to mirror our quickly changing **customers** and communities.

Working for a company your entire lifetime is no longer guaranteed. Retiring down...

19/3,K/9 (Item 9 from file: 15)
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01696608 03-47598

List price information in residential appraisal and underwriting
Knight, John R; Sirmans, C F; Turnbull, Geoffrey K
Journal of Real Estate Research v15n1/2 PP: 59-76 1998
ISSN: 0896-5803 JRNL CODE: JRR
WORD COUNT: 5344

...TEXT: Multiple Listing Service data from a large metropolitan area, we create two price indexes, using **first** listing **price** and then selling price as the dependent variable in the hedonic regressions. The market is ...

...leading aspect of list prices in the list price-sales price relationship. We find that **different** segments of the market perform quite differently over the time period of our study, suggesting...

...aggregation. We also find, however, that market list prices continue to convey important information about **subsequent** selling **prices** in most market segments.

Introduction

The listing price is the starting point of the home...

...signal of home value it performs an important market function from the perspective of both **seller** and **buyer**. For the **seller**, the listing price provides an upper bound for expected offers and eventual selling price in...

...markets. Viewed together with house amenities, the list price may also

help identify a "motivated" **seller** . For prospective **buyers** , the listing price is invariably a key parameter for selecting homes to include in a search, and it strongly influences the **buyer** 's initial offer and ultimate purchase price. Inasmuch as many current housing markets are characterized ...

...price may assume increased importance in signaling house values. Because listing chronologically precedes home sales, **trends** in list **prices** in a market may indeed be precursors of **trends** in selling **prices** in the same market. This notion no doubt influenced the Federal National Mortgage Association (Fannie...

...listing prices of comparable unsold homes on the Uniform Residential Appraisal Report (URAR). If listing **prices** inform **subsequent** selling **prices** in a market, the information can be incorporated in the underwriting process, reducing the default...

...transactions involves aggregating data both cross-sectionally and longitudinally, over submarkets that may have very **different** price paths. The listing price-selling price connection is clearly useful for traditional residential appraisals that use near-neighbors in **location** , time and amenities, but the predictive quality of listing prices for the data-based approach...

...investigates the relationship within a variety of definitions of the market. Submarkets are defined by **location** , house size and dwelling age to determine the extent to which aggregation within a category...

...price-selling price connection. We find that while categorical subsets of the data produce very **different** price paths, the listing price-selling price relationship remains relatively stable. Submarket listing prices lead ...

19/3,K/10 (Item 10 from file: 15)
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01694387 03-45377

Deregulated private water supply: A policy option for developing countries
Cowen, Penelope Brook; Cowen, Tyler
Cato Journal v18n1 PP: 21-41 Spring 1998
ISSN: 0273-3072 JRNL CODE: CTJ
WORD COUNT: 8030

...TEXT: envisage a situation where water can be obtained at lowest cost from a single dominant **supplier** within that geographic region.

We expect **suppliers** to offer standard packages to their consumers. If an individual is building a house, the water **supplier** will offer to outfit the house with pipes for some fixed sum, perhaps based on...

...for installing household connections, they routinely use this approach. If a house is already in **place** and already possesses a hook-up (perhaps as a legacy from a previous, regulated regime), the water **supplier** will offer so many units of water at a given price, so many more units...at marginal cost over some specified period of time. Both the fixed fee and the **subsequent** per unit **prices** would be determined by initial contract; Oi (1971) has analyzed the efficiency of this arrangement. Alternatively, if the hook-up is already in **place** , or if it is too costly to bargain over the hook-up fee, companies will...

...if it can obtain, solves all three of the efficiency problems discussed above. First, the **supplier** will produce a socially optimal amount of output. For any unit whose value exceeds its marginal cost, the **supplier** will produce it and offer it on the market. With perfect price

discrimination, a **supplier** never increases profit by withholding output from the market. Second, the **supplier** has firstbest incentives to engage in cost reduction. Any reduction in costs translates into a one-to-one increase in profits. **Suppliers** therefore will reduce their costs to the point where the social benefits of cost reduction...

...a perfect price-discriminating monopolist has first-best incentives with regard to product quality. The **supplier** captures all of the consumer surplus in the form of profits. That same **supplier** will therefore offer the product qualities that maximize consumer surplus, net of the cost of...

...highly regulated alternatives. In most developing and transition economies the key problem is to get **users** some minimal amount of clean water, not to satisfy all optimality conditions. Note that the...

...Third, the seller must be able to make good estimates of buyer demands. Fourth, the **supplier** must be able to commit to initial price offers. Each of these assumptions characterizes the...

19/3,K/11 (Item 11 from file: 15)
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01669087 03-20077

Dealers' hedging of interest rate options in the U.S. dollar fixed-income market

Kambhu, John E
Economic Policy Review v4n2 PP: 35-57 Jun 1998
JRNL CODE: EPV
WORD COUNT: 9389

...TEXT: buy and sell sides of the market has contributed to this expansion. This balance allows **dealers** to intermediate customer demands by passing exposures from some customers to others without assuming excessive...

...ability to pass exposures back into the market, the markets' growth would be constrained by **dealers** ' limited ability to absorb customers' unwanted risks.

The balance between customer needs on both sides...

...largest of the derivatives markets, where only a small amount of residual risk remains with **dealers** .1 In the over-the-counter U.S. dollar interest rate options market, however, significant residual risks are concentrated among **dealers** , who have sold 50 percent more options to customers than they have purchased (Table 1, top panel). This imbalance has left **dealers** with significant net exposure to price risk that must be hedged in the underlying fixed-income markets.

Until now, the scale of hedging across all **dealers** in the over-the-counter interest rate options market has not been studied in the literature. The concentration of sold options among **dealers** , however, makes it an ideal **place** to explore how **dealers** ' hedging of options affects underlying markets. Using data from a global survey of derivatives **dealers** and other sources, this article estimates the volume and potential impact of such hedging by U.S. dollar interest rate options **dealers** . In our analysis, we address two questions: First, are **dealers** ' hedge adjustments large enough to affect trading volume and liquidity in the most common hedging...

...for over-the-counter interest rate options? In addressing these questions, we also consider whether **dealers** ' dynamic hedging transactions have the potential to amplify price shocks.

We find that, on the whole, transaction volume in the underlying fixed-income markets is large enough to enable **dealers** to manage the risks incurred through their intermediation of price risk in the interest rate...

...liquid hedging instruments is more than large enough to absorb the transaction volume generated by **dealers** ' dynamic hedging. For medium-term maturities, however, an unusually large interest rate shock could cause...

...trading demand that is high relative to turnover volume in the more liquid trading instruments. **Dealers** then face a risk management tradeoff between reducing price risk or incurring the liquidity costs...

...occurring during a currency crisis or a period of high inflation, are likely to present **dealers** with this hedging problem.

In addition to analyzing hedging volume, we examine the term structure...

...options in response to a price shock can introduce transactions large enough to amplify the **initial price** shock or to affect market liquidity. In asset **price** dynamics, such "positive **feedback** " occurs when an **initial price** change causes a shift in investor or trader demand that leads to a further change...

...down further. The hedging of options also has the potential to cause positive feedback because **dealers** typically adjust their hedge positions by selling (buying) the underlying asset after its price falls...

...purchase) of stocks when prices fall (rise).² Although no empirical proof exists that positive **feedback** affects market **prices** , a number of papers (for example, Bank for International Settlements 1986, Grossman 1988, Gennotte and...in asset prices. Some of these forms of intermediation, however, rely on the ability of **dealers** to manage their risks dynamically. In the absence of market liquidity which makes dynamic risk management possible- **dealers** would exact higher premia for their intermediation services. Some investors and fund managers may also...

...on assumptions about the robustness of that market liquidity. A sudden realization by investors and **dealers** that expectations of market liquidity were overly optimistic could lead to a sharp adjustment in...

19/3,K/12 (Item 12 from file: 15)
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01643256 02-94245

Natural monopoly regulation and competition policy in Russia

Slay, Ben; Capelik, Vladimir
Antitrust Bulletin v43n1 PP: 229-260 Spring 1998
ISSN: 0003-603X JRNL CODE: ANB
WORD COUNT: 10164

...TEXT: railroads) are chronically unprofitable, and suffer from severe cash-flow problems vis-a-vis their **suppliers** and employees. Second, a number of government decrees forbid the cut-off of essential services...

...and of more distant by closer users; (2) incentives regulation (such as price caps) in **place** of cost-based price regulation; and (3) mechanisms to reduce natural monopolies' willingness to accumulate...were then passed on to users. Their ability to finance investment projects without turning to **external** sources helped firms to resist the **external** controls (bank or bond-holder supervision in the case of debt financing; **outside** owners in the case of equity financing) associated with **external** finance. In light of the underdeveloped state of Russia's capital markets and the high ...

...13% during the summer of 1997) and the deepening of Russian capital markets has made **external** finance available for UES, Gazprom, and telecom firms. These firms during 1996-1997 therefore turned increasingly toward **external** finance. The July 1997 sale of a 25 plus 1% stake in the Svyazinvest telecommunications...

...financed by Deutsche Bank and Dresdner Bank in May 1997. However, this increased reliance on **external** finance is unlikely to lead to greater **external** control in the near future. Instead, legislation passed in April 1997 reaffirms that 51% of...

...the large gaps between domestic prices paid by households and state budget organizations, domestic industrial **users**, and foreign **purchasers** imply that relative prices in many natural monopoly sectors are still too low. On the...

...for energy, transport, and telecom services-are convinced that prices must be lowered for industrial **users**, in order to promote economic recovery. Moreover, since at least some of the goods or...

...revenues and profits, these increases weaken pressures on management to reduce costs or to seek **external** financing and potentially submit themselves to **external** corporate control.

IV. Competitive restructuring and price regulation The construction of competitive restructuring regulatory schemes...and revenue data in every relevant time period in favor of defining an intertemporal permissible **price trend**. By simulating the effects of a parametric price on regulated firms, price caps can heighten...

19/3,K/13 (Item 13 from file: 15)
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01581653 02-32642

ROI analysis for purchasing price breaks

Krupp, James A G

Production & Inventory Management Journal v38n4 PP: 28-31 Fourth Quarter 1997

ISSN: 0897-8336 JRNL CODE: PIM

WORD COUNT: 1777

...TEXT: accounting group.

Order Cost (Cr) (Cell E10): This represents the incremental cost (in dollars) to **place** a purchase order, and should represent only the variable costs involved in any individual purchase...the column titled "Required Order Quantity" represents the original requisitioned or system-recommended order size.

Initial Unit Price (Cs) (Cell B16): This is the **vendor** cost for the initial order quantity. In considering this "**price**" (and all **subsequent** similar entries), the value must consider the total acquisition cost per unit, not just the...

...in Cells C15 through G15): This comprises the price break quantity(ies) offered by the **supplier**, in ascending order.

Unit Price (Cs) for Each Price Break (entered sequentially, up to 5 entries, in Cells C16 through G16): This comprises the price break(s) offered by the **supplier**, corresponding to each quantity break which appears in the field above it, in ascending order.

This is all the **user** need do in order to utilize this tool; the calculated values in sections 3 through...

...the incremental ROI over the next prior price break; only in the case of the **first price** break quantity is the comparison based on the original suggested order quantity. (If the **user** wishes to provide an analysis based on the cumulative effects of multiple price breaks, this is simple enough to add to the analysis worksheet as a **separate** calculation. This may, however, be confusing to the **user** ; the decision as to whether to accept each price break should be based on its...

19/3,K/14 (Item 14 from file: 15)

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01558712 02-09701

Treasury auctions: What do the recent models and results tell us?

Nandi, Saikat

Economic Review (Federal Reserve Bank of Atlanta) v82n4 PP: 4-15 Fourth Quarter 1997

ISSN: 0732-1813 JRNL CODE: ECR

WORD COUNT: 8151

...TEXT: fact, prompted the Treasury to consider alternative formats. Nor do they recognize the fact that **bidders** do communicate before the auction. These two issues are addressed next,

Communication among **Bidders**

It seems possible that competitive **dealers** indulge in mutual communication before submitting bids for an ensuing auction.¹³ The theoretical models...

...market is a common phenomenon and could be an outcome of the auction process itself. **Dealers** who have short positions in the when-issued market and fail to obtain the desired...

19/3,K/15 (Item 15 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01544871 01-95859

The windfall tax

Chennells, Lucy

Fiscal Studies v18n3 PP: 279-291 Aug 1997

ISSN: 0143-5671 JRNL CODE: FCS

WORD COUNT: 5423

...TEXT: where this takes time to develop or where a statutory monopoly is to remain in **place** , to protect customers through the setting of controls on prices and quality of service. The...

...their consumers.

(Table Omitted)

Captioned as: TABLE I

The precise regulatory regimes vary between the **different** industries but are essentially based on a system of price caps, which set upper limits...

...set at privatisation, to be reviewed by the regulator periodically. They were designed to protect **consumers** from unwarranted price increases, and at the same time to leave companies with an incentive hold on to the benefits of additional costcutting for the period up to the **next price** review. It is possible that these **initial price** caps were not tough enough, so that the benefits of high returns achieved by some companies

accrued more to shareholders than to **consumers** . A related criticism has been that regulators have had difficulty in obtaining accurate information from...

...sets out the details of the companies covered, how the tax is distributed between the **different** sectors and how those amounts have been calculated.4 1. Scope of the Tax The...

...Wales; the English electricity generators --National Power and PowerGen; the Scottish combined electricity generators and **distributors** - Scottish Power and Scottish Hydro-Electric; the company responsible for electricity transmission, distribution and supply...

...and was worth 3.5 billion five years later payments of 50 per household in **customer** rebates made when the Grid was demerged from the RECs are likely to have been...

19/3,K/16 (Item 16 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)

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01403438 00054425

Conditional price trends in the aftermarket for initial public offerings

Affleck-Graves, John; Hegde, Shantaram; Miller, Robert E

Financial Management v25n4 PP: 25-40 Winter 1996

ISSN: 0046-3892 JRNL CODE: FMG

WORD COUNT: 8380

...TEXT: turn out to be underpriced with those that are overpriced.

Only Miller and Reilly (1987) **separate** the performance of initially underpriced and overpriced IPOs. They find that over the first 20...

...The price formation process for IPOs may be susceptible to the existence of significant conditional **price trends** in the short-run aftermarket for several reasons. First, there exists a growing body of...

...extremely difficult. Consequently, the initial return on an IPO (i.e., the difference between the **first market price** and the offer price) reveals significant information because it provides the first public indication that...

...signaling theories (see Allen and Faulhaber, 1989; Grinblatt and Hwang, 1989; and Welch, 1989) the **initial market price** provides a signal of the quality of the IPO.

Second, the **first market price** may fail to reflect fully all available information because of the potentially fragmented market for...

...typically small and the underwriters, often facing excess demand, ration new issues to their regular **clients** , who constitute a small subset of potential investors. Initial trading in the aftermarket serves to disseminate information about the value of IPOs to other investors. While **initial upward price** movement of underpriced IPOs spreads favorable information, the available supply of shares is restricted because...

...in a sequence of daily positive returns. In the case of an overpriced issue, the **first market price** fails to reflect the available information because of price stabilization by the underwriting syndicate. As the syndicates disband at varying times for the **different** IPOs, this leads to gradual downward price adjustment on average and sequential negative daily average...

...Such effects, however, may be offset by incentives provided by the syndicate to induce informed **traders** to reveal their private information while the offering price is being set. For example, in Benveniste and

Spindt (1989) and Benveniste and Wilhelm (1990) informed **traders** have an incentive to understate their interest in a new issue in the premarket, but ...

...new issues by underwriters and of informationally fragmented markets for IPOs may lead to conditional **price trends** in the short-run aftermarket for IPOs.

II. Data and Research Method

Our sample consists...

...1975-1991 period. Issue characteristics were obtained from Going Public: The IPO Reporter and the Investment **Dealers** Digest, and price information was collected from the Center for Research in Security Prices (CRSP)

19/3,K/17 (Item 17 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
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01401906 00052893
Comments on the report of the Advisory Commission to study the Consumer Price Index
Abraham, Katharine G
Business Economics v32n2 PP: 64-67 Apr 1997
ISSN: 0007-666X JRNL CODE: BEC
WORD COUNT: 3033

...TEXT: restaurants.

In other cases, members of the Commission have produced evidence that bears on the **trend** in **prices** for particular sorts of items. I cannot say, however, that this evidence always leads me...have about drawing any general conclusions based upon the prices charged by a single catalogue **merchant**, I am skeptical of any index based only on the prices of unchanging items, particularly...

...gasoline pumps, the BLS often hears complaints about broad-ranging declines in the quality of **customer** service, which are equally difficult to incorporate in the CPI.
A more subtle issue is...

19/3,K/18 (Item 18 from file: 15)
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01358992 00-09979
Buying energy effectively
Tyler, Geoff
Management Accounting-London v75n1 PP: 48-50 Jan 1997
ISSN: 0025-1682 JRNL CODE: MAC
WORD COUNT: 3037

...TEXT: for better terms at renewal will find incremental improvements at best.

Unless:

- (a) Users find **suppliers** offering cut-throat prices to gain market share.
- (b) **Users** go to the market armed with full details of their gas and electricity consumption patterns...

...contract, there seems to be a consensus. The vast majority are of one

year with **customers** ' renewal options, or of a few years with annual opt-outs. The opinion is that there are still enough **price trends** to make a fresh look each year worthwhile but that six-monthly reviews would produce...

...is also the problem of knowing just what one should be paying. A clutch of **suppliers** might be beaten down if one knows the market norm and can use it as...

...Price Trak, a service which uses pooled data sent in confidence by gas and electricity **users** of their actual energy purchases. There is a **separate**, more detailed version for oil prices. The service has regular bulletins but also provides hotline support and personalised analyses of one's **price** achievements against one's industry sector norms.

All that said, the shuffling of market shares between the main gas **suppliers** shows that they are still actively stealing business from each other. The main players are...

...British Fuels, eGas, Business Gas, Gas Direct, Kinetica, Mobil Gas, Quadrant and Southern. The main **suppliers** in the electricity market are still the metamorphosed regional electricity boards with the best prices...

...still occasionally good gas and electricity prices to be found through shrewd purchasing and from **suppliers** wanting to increase market share, both have risen of late. Gas spot prices have risen...

19/3,K/19 (Item 19 from file: 15)
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01318365 99-67761

PX prices retreat on worldwide basis

Brand, Tony

Chemical Market Reporter v250n15 PP: 3, 13 Oct 7, 1996

ISSN: 0090-0907 JRNL CODE: CHM

WORD COUNT: 1201

...TEXT: cents at the beginning of the year.

With downward pressure still being applied by other **buyers**, US pricing remains unsettled and has the potential to lose further ground.

In Europe the...

...between 20 and 21 cents last quarter. The price seems to be reasonably stable, a **supplier** says, but depending on contract settlements in other parts of the world, there may be...

...from about 20 cents last quarter. Pricing in this region has still not settled. A **supplier** says there is strong pressure on producers for even lower prices.

"This is the start of a **trend** to have global **prices** for paraxylene in parity," a **supplier** says. In the past, prices varied from region to region, but in the last few quarters they have been more in line. The **supplier** attributes this, in part, to lower profits.

For some producers the cash-cost point is...

...In other regions, especially Asia, producers get more value using xylenes in gas blends," a **supplier** says. "It just doesn't pay to remove the para."

One consultant disagrees and says...

19/3,K/20 (Item 20 from file: 15)
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01185147 98-34542

Shopping around for a juicier contract

Bennell, Peter

Purchasing & Supply Management PP: 16-20 Feb 1996

ISSN: 0309-7242 JRNL CODE: PSU

WORD COUNT: 1533

...TEXT: allows for much more accurate estimating of likely costs. Another key factor in briefing the **supplier** is to give as much background information about individual **sites** as possible. This should cover areas such as whether they are high or low voltage...

...distribution tariff; what regime are they on and as much data as possible about the **site**'s operation. This information can often be deduced by a **supplier** from a current bill. Both sides need to start from this point of common knowledge...

...contracts each year can be costly in terms of time and resources - particularly for multi- **site** purchasers where recalculations during negotiations can be complex - and with prices already low, savings are becoming increasingly small.

Experience at Eastern has shown that **customers** with 24 or 36 month contracts have generally found better value deals. In a competitive market, **suppliers** cannot offer prices away from the market price and so **purchasers** make the savings they are looking for. But longer contracts also allow a relationship to be built between **customer** and **supplier** which, in turn, can lead to considerable benefits beyond lower prices. When a **supplier** understands the **customer**'s needs, help can often be offered by tailoring the contract precisely or adjusting the consumption pattern. **Suppliers** can also help with questions of contracting and energy efficiency. One **customer** in the food processing business even found that Eastern was able to help with the...

...have been agreed, then both parties have a basis for discussion and understanding of the **subsequent** contract **price** and conditions. Price, naturally, remains of key interest to **purchasers**, but the comparison of various offers can be awkward with figures presented in very **different** formats by the various **suppliers**.

A number of software packages are available, designed to compare offers on a like for...

...Appraise 2000, but the final decision shouldn't be based solely on money. Although, in **one** sense **price** is key, because you are basically buying a commodity, it is also very important to look at the basis on which the **supplier** has put the tender together. Discussion with your **supplier** should reveal the optimum length for your contract and it is worth seeing if services...

...and how frequently? Details such as these can be vital, allowing you, your accountants and **site** managers to make full use of the available information. At Eastern Electricity we are very mindful of the contrasting working, accounting and management cycles of **different** industries.

Some of our customers, often those with a large number of **sites**, want the information on a daily basis and in a graphical form so that this... consumption. Once you have established the consumption patterns for your company and for your various **sites**, you can then begin to become far more sensitive in your response.

Also, a site...

19/3,K/21 (Item 21 from file: 15)
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01017364 96-66757

Behavior of retail prices: A note on market integration in the U.S.

Pryor, Frederic L

Eastern Economic Journal v21n1 PP: 83-95 Winter 1995

ISSN: 0094-5056 JRNL CODE: EEJ

WORD COUNT: 5695

...TEXT: ISSUES AT STAKE

The key element in testing a dynamic version of the law-of- **one - price** is the determination that the share of transportation costs in total costs has declined since...

...rate of 3.2 percent.(1) This was considerably lower than the increase of the **consumer** price index (CPI), and it was also lower than for any commodity group under consideration in the statistical analysis below, except clothing. Such data on relative **price trends** say nothing, of course, about changes in cost shares. But if we make the reasonable assumption that the price elasticity of transportation expenditures for producers and **retailers** is less than unity, then the share of transportation costs, measured in current prices, should...

...prices across the five large cities used in the sample have changed enough to influence **trends** in **price** variations. Thus, falling transportation costs are the key.

Five reasons can be offered to explain why the dynamic version of the law-of- **one - price** might not apply in the domestic economy at the retail level when comparing average prices...

...across large cities.

Rising Search Costs

The narrowing of price differences across space assumes that **consumers shop** assiduously for the lowest price with little regard to the cost of search. But analysis...

...such a search is relatively inexpensive and the potential savings are great. For instance, some **consumers** wishing to buy a new automobile are willing to search a considerable distance from their...

...unless the good is bought repeatedly. In the course of economic growth, the value of **shoppers** ' time rises since the value of alternative uses of time increases with a rising per capita income. Thus, as per capita income rises we would expect less search by **consumers** , especially for heterogeneous goods. As a result, we would also expect price dispersion over space...

19/3,K/22 (Item 22 from file: 15)
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00987969 96-37362

Getting a great deal in today's market

Edgerton, Jerry

Money v24n3 PP: 140-142+ Mar 1995

ISSN: 0149-4953 JRNL CODE: MON

WORD COUNT: 2031

Ginger R. DeMille

...TEXT: manufacturing quality has made used cars a serious alternative, even as no-haggle, one-price **dealers** like Lujack's Northpark Auto Plaza of Davenport, Iowa (pictured on page 141) remove some...

...hassles stereotypically associated with buying used. (Photos omitted)

Here, in MONEY's fourth annual car **buyer** 's report, we'll usher you through these two alternatives to the car-buying routine...

...IntelliChoice. The tables begin on page 149. (Tables omitted)

Before you set foot on any **dealer** 's lot, however, you should take a reading of today's market. You may discover...

...averages can deceive. "The sticker price gap does not reflect the real cost to the **consumer** ," says Susan Jacobs of Jacobs & Associates, a Rutherford, N.J. auto consulting firm. Despite a...

...laid-back future for car salesmanship. Indeed, about 9% of the 15,000 U.S. **dealers** now take the mild-mannered approach. But **one - price** marketing suffered a bloody nose in December when, at the insistence of its **dealers** , Buick opted out of General Motors' value price program. In value pricing, **dealers** sell well-equipped vehicles at supposedly firm list prices about 6% more than **dealer** cost, roughly half the usual markup. Inevitably, however, some **dealers** broke ranks and accepted prices below sticker. Oldsmobile and Saturn continue to use value pricing...

...Nevertheless, some analysts believe that Buick's backpedaling may have signaled the peak in the **one - price trend** .

A MANUFACTURER-SUBSIDIZED LEASE MAY BE YOUR BEST DEAL. Careful, though: Leases are not for...

...drop off," advises James Bragg, author of In the Driver's Seat: The New Car **Buyer** 's Negotiating Bible (Random House, \$12). "If you pay for a car in four years...

...also keep you from having to sell a used car in what may be a **buyers** ' market a few years from today. Don't discount this risk: Leases now make up ...

19/3,K/23 (Item 23 from file: 15)

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00899362 95-48754

Consolidated return intercompany transaction regulations: Clearly reflecting income is clearly not simple (Part I)

Axelrod, Lawrence M

Tax Executive v46n4 PP: 269-280 Jul/Aug 1994

ISSN: 0040-0025 JRNL CODE: TXE

WORD COUNT: 9666

...TEXT: s attributes are determined as if B sold S's former assets to a nonmember **affiliate** , if S and B continue to file a consolidated return together, the attributes of B...

...the principles of the matching rule as if B resold the land to a nonmember **affiliate** for a cash payment equal to B's adjusted basis in the land. (The deemed...

...division (but not the B division) were transferred by the single corporation to an unrelated **person** at the time of P's sale of the S stock. Thus, B continues to...as a result of B's deemed sale of the property to a non member **affiliate** (a related **person** with the meaning of section 1239(b)). (The results will be the same if P...
...as if the asset previously sold in the intercompany transaction were

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sold to a related **person** , in every case. This characterization is intended to apply notwithstanding the reality of the matter...

...the example of the intercompany sale of a building for a price beyond S's **initial** purchase **price** , and the **subsequent** sale of more than 50 percent of B's stock to an unrelated **person** . Clearly, if the stock of B were sold first and then the building were sold...

...not intended to recharacterize capital gain on the sale of depreciable property to an unrelated **person** as ordinary. In a **separate** return context, section 1239 could operate in an overkill manner, because at the time of...

...will continue to hold the property for the remainder of its depreciable life. If the **buyer** and **seller** do not join in filing consolidated returns, matching is impracticable, and thus the selling member...

...instead, automatically treat S's gain as if the property were sold to a related **person** . The result is in contrast to the result that would be obtained if the asset itself were sold to an unrelated **person** .(58) Absent the application of section 1239, S would still be required to report ordinary...

19/3,K/24 (Item 24 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)

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00889770 95-39162

The relative importance of supplier selection criteria: A review and update
Wilson, Elizabeth J

International Journal of Purchasing & Materials Management v30n3 PP:
35-41 Summer 1994

ISSN: 0094-8594 JRNL CODE: JPR

WORD COUNT: 3634

...TEXT: other inventory management services offered by suppliers to gain a competitive edge in their marketplace.

Supplier Selection Criteria Based on Product Categories
Lehmann/O'Shaughnessy (1974) and Evans examined the relative importance of **supplier** selection criteria on the basis of four **different** categories of products. Information on this situational variable was included in the author's present...

...products whose uses are routine.

For procedural problem products, delivery is again one of the **supplier** selection criteria that has shifted dramatically from first in importance in past years to fourth...

...be taught how to use the product.(13) Employee training is a dimension of a **supplier** 's service capability; thus, effective training of personnel in the buying organization should be of greater concern in highly competitive global markets.

Shifts in the importance of **supplier** selection criteria for performance problem products and political problem products are generally parallel for all...

...important over the years, while delivery is not as important as it used to be. **Price trends** , however, are **different** for the two types of products. For political problem products, significance of the price factor ...appears that there has been a shift away from price as a primary attribute in **supplier** selection. Price was ranked second in importance in early studies, while it tended to be less important in the current

examination of **supplier** selection criteria.

A second research question asked how **supplier** selection criteria have changed over time. The examination of studies conducted in 1974, 1982, and

...of the product. It is not surprising that purchasers who strive to minimize total cost **place** greater emphasis on quality and service and less emphasis on price alone.

This study has reviewed decision criteria that are used in practice in the selection of **suppliers**. From an academic standpoint, the longitudinal examination across studies is useful in establishing benchmarks for...

...Inexperienced purchasers may gain an enhanced perspective on how to be effective in working with **suppliers** that are or may become "**partners**." In addition, new buyers may better understand how to identify the attributes to focus on in negotiating with **suppliers**, given **different** buying situations and **different** types of products.

REFERENCES

1. Irwin Gross, "Business Marketing: 1983-2003," Marketplace: The ISBM Review...

19/3,K/25 (Item 25 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00858866 95-08258
BA World Offer angers agents
Fox, Harriot Lane
Marketing PP: 5 Mar 31, 1994
ISSN: 0025-3650 JRNL CODE: MAR
WORD COUNT: 247

TEXT: British Airways is jeopardising long-standing relationships with travel agents by launching its **first** ever **price**-fighting brand, World Offer.

Riaz Dooley, founder of the UK's **first** cut-**price** bucket **shop**, the Travel Bazaar, said: "This will backfire on BA by antagonising travel agents. It is offering the same fare to both ticket **wholesalers** and **customers**."

World Offer is an umbrella brand for discounted economy class tickets to destinations identified as...

...capacity. It. replaces one-off special offers and bulk sell-offs through bucket shops and **wholesalers**.
There are 52 destinations available during the initial three-week booking period. **Subsequent** **offers** will run end-to-end for a fortnight at a time.

To stem any possible negative feelings, BA **merchandisers** are this week visiting 1750 travel agents over a period of three days as part...

19/3,K/26 (Item 26 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00832159 94-81551
NAVA Patterns 2.0
Anonymous
Futures: The Magazine of Commodities & Options v23n3 PP: 58 Mar 1994

ISSN: 0746-2468 JRNL CODE: CMM

ABSTRACT: If a **trader** wants something **different** in technical analysis, Nava Development Corp.'s Patterns could be worth a look. Patterns takes a unique approach by identifying recurring bar chart **patterns** that indicate future **price** direction. The **patterns** can be detected in either the standard bar chart format or with recently popularized candlestick charts. The program first is used to research **price patterns**, finding those consistently followed by up or down price moves. As the **user** discovers these patterns, they are stored in a library. This library is then scanned on...

...daily basis to see if the current bar chart formation matches any of the stored **price patterns**. Installation of the Patterns program is routine. The program does not use any esoteric mathematical...

...to determine pattern matching. Instead numerous Pattern-IDs are used that define the relationship of **one price** to another.

19/3,K/27 (Item 27 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00798864 94-48256

Return on capital employed in the National Health Service

Humphreys, Gordon; Shaw-Taylor, Bill

Management Accounting-London v71n11 PP: 28-30 Dec 1993

ISSN: 0025-1682 JRNL CODE: MAC

WORD COUNT: 2862

...TEXT: in the short term, at least, the arrangements will ensure that the high-cost, inefficient **provider** is protected' (page 29).

THE EQUALISER

Presumably, principle three is intended to prevent a hospital...

...from other localities and manifesting the 'tour operator syndrome', of which the symptoms are angry **customers** finding out that the **person** sitting next to them on the plane has paid only half the price for the same holiday.

What mechanism prevents the Cosy-glow Cornflake Company from selling at **one price** to Tesbury and another to Sainco? There are no rules issued by a National Grocery Service, but supermarket giants may, for example, insist in their contract that the **supplier** undertakes not to sell to anyone else at a lower price, including any quantity rebates. The **supplier** can decline if he wishes! There is nevertheless scope for ingenious **suppliers** to reward the **customer** for more business by assistance with promotions, staff training, undertaking to deliver in the middle of the night...

The conventional deterrent is that a **customer** who learns that another **customer** has been charged lower prices will, at the **next price** negotiation, hurl the evidence in the teeth of the **supplier** and insist on equal treatment plus compensation for past overcharges. The outcome will depend on who uses most leverage.

A crafty ruse used by **retailers** selling, say, dishwashers and claiming never to be beaten on price is to arrange that their supplies of a branded machine are labelled with a slightly **different** model number so that they can claim non-equivalence. More honest, perhaps, is a hotel selling at **different** rates to two tour operators, providing 'free' wine to **clients** covered by the higher-price contract: the higher specification does not have to be pro...

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...will use it to purchase better quality and a greater quantity of healthcare rather than **providers** who can only use it to build up reserves, or squander it on unnecessary costs

19/3,K/28 (Item 28 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00726596 93-75817

An Analysis of Potential Treasury Auction Techniques

Reinhart, Vincent

Federal Reserve Bulletin v78n6 PP: 403-413 Jun 1992

ISSN: 0014-9209 JRNL CODE: FRS

WORD COUNT: 6545

...TEXT: a Dutch auction. As a result, investors have the same incentive to pool bids and **place** customer orders at **dealers** ..

ASCENDING-PRICE OPEN-OUTCRY AUCTION

The auctioneer can just as well cry out an ascending sequence of prices to the gathered **bidders** , stopping the auction when enough are willing to take down the total issue. Such a...

...until the volume demanded is smaller than the issue. When that point is reached, the **seller** knows that the price just previously called out is the highest price consistent with placing...

...the primary market. Everyone who bids at the top price and some fraction of the **bidders** at the previous price not in the top group receive awards at that lower price.(6) As the auctioneer calls out an increasing price list, **bidders** receive news that participants prize the security more highly than those low quotes. In effect...

...highly, the auction stops before the price is pushed too far up when the other **bidder** drops out.

In 1961, Vickrey established that the four major auction formats provide equal proceeds...

...valuations are independent. Obviously, the Treasury market violates this assumption, as the value that bidders **place** on the security reflects an imperfect estimate of the **price** in **subsequent** market trading--that is, bidders in a Treasury auction care about the common value of...

...winner's curse. As a result, customers have an incentive to pool their bids with **dealers** so that a combination of bids can, by a law of large numbers, be appropriately...

...The auction format may encourage two other types of strategic behavior as well. First, a **dealer** may combine ...portion of one auction--70 percent under the current rules. This strategy is called single- **dealer** cornering. Second, a group of **dealers** can conspire to accomplish the same end; this strategy is called collusive combining. In a...

...pay a price closer to the mass distribution that marks the other bids.

Clearly, single- **dealer** cornering and collusive combining are similar. However, the informational requirements and incentives for these two...

19/3,K/29 (Item 29 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00568417 91-42769

Big Oil Strikes a Gusher

Lucas, Peter

Credit Card Management v4n5 PP: 40-46 Aug 1991

ISSN: 0896-9329 JRNL CODE: CCM

...ABSTRACT: make the switch in recent months are Chevron Co. USA and Mobil Oil Co. The **one - price -fits-all trend** is less than a year old, but the early returns are impressive, Oil card issuers are reaping millions of new accounts. Select **dealers** report that card usage is up 10% to 20% and that gallons sold have increased...

...tier pricing was made after several years of careful study and listening to cardholder complaints. **Dealers** say that the industry's shift back to single pricing came just in time. Now they can compete for cash and credit **customers**.

19/3,K/30 (Item 30 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00545476 91-19821

Motor Oil Update

Chanil, Debra

Discount Merchandiser v31n4 PP: 32-39, 74 Apr 1991

ISSN: 0012-3579 JRNL CODE: DMD

WORD COUNT: 3583

...TEXT: doing nothing but moving up," noting that some of these increases were shared with the **vendors** and not passed along to the consumer. "Our motor oil prices at the consumer level...

...Though prices have leveled off substantially recently, I do not expect to see any downward **trend** in **price** in the near future."

In response to rising prices, the Midwestern chain buyer reports definite ...

...State. According to company spokesman Ben Faulkner, "It got to the point where our own **distributors** could buy our products cheaper from discount stores who were giving it away than they...

...State implemented what the company refers to as "level yet fair competitive pricing for all **customers**."

The policy led to a marked rise in price. Quaker State instituted two additional price...

...these prices are well warranted. In our estimation, it is not a commodity product, and **merchandisers** should test the customer's willingness to pay a reasonable price for a quality product," says Faulkner.

He reports that Quaker State has received acceptance for its position because "**retailers** now know there will be one price. They can go to bed confident that their...

19/3,K/31 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05886630 Supplier Number: 53076777 (USE FORMAT 7 FOR FULLTEXT)

Facing a chorus of 'thanks, but no thanks'.

Marley, Michael

American Metal Market, p7A(1)

Oct 5, 1998

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 1147

... furnace rivals at home.

That's a far cry from the pattern that was in **place** earlier in this decade. Japan, even as late as 1995 was major ferrous scrap importing nation which took in almost 800,000 tons from U.S. **suppliers**. This year by comparison, Japanese steelmakers have bought only 13,229 tons of ferrous scrap...

...once the largest overseas market for U.S. ferrous scrap exporters, but now in second **place** behind Canada-remains weak, Shipments to South Korea by U.S. scrap exporters have fallen...

...basis No.1 heavy melting steel price, the tag that most of the exporters and **traders** use as benchmark for their pricing calculations. They instead appear to be the average price...

...and structural scrap).

"Premiums are dead these days," he added. "The Koreans are the only **buyers** in the market these days and they are not paying anything extra for the bonus...

...it doesn't matter if you send us heavy melt or shredded. There's only **one price**," said another California based **trader**.

Less demand for scrap overall and for the pricier grades is the main reason, he said, but at the same time, the few **buyers** in the market are being flooded with offers, each one lower than the previous **offer**.

Other **patterns** have changed as well, he said. Now the exporters are likely to see only one...

...and we are all beating each other's brains out for every sale."

And in **place** of tenders for shiploads of iron and steel scrap, explained another scrap **trader**, some of the Korean steelmakers are purchasing more pig iron from Chinese and Japanese producers...

19/3,K/32 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05160563 Supplier Number: 47875770 (USE FORMAT 7 FOR FULLTEXT)

How to Sell Machine-Made Rugs

Valero, Greg
Flooring, p30
August, 1997

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1891

... experts say, is actually one of the easiest segments of a store to manage and **suppliers** can play a pivotal role in the process. **Suppliers** offer marketing and merchandising programs and sales training to help **dealers** create the right product mix, minimize out-of-stocks and overstocks and boost profit margins.

For example, some manufacturers offer turnkey packages designed to get **retailers** into the rug business. These programs, called rug galleries, essentially work like this: for one price, a **retailer** receives a certain number of products, merchandising vehicles, marketing and co-op advertising support. **Retailers** have the advantage of purchasing a broad selection of products from one **supplier** as opposed to cherry picking rugs from several **vendors**.

The benefits of gallery programs are twofold: **vendors** increase sales in local markets while **retailers** capitalize on a fast-growing

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business segment. The financial commitment for **retailers** enrolled in gallery programs generally depends on the quality and number of rugs purchased. The...

...the best ways to merchandise rugs is to display them in a prominent area where **customers** can see and feel them. Area rugs are displayed in everything from flip-racks and...

...is to present a collection of rugs in a selling environment that would make the **consumer** comfortable in making a choice,' Shaw's Whitfield said. 'You need a large selection in the store so **consumers** have a lot to choose from.'

The type of merchandising system utilized to display rugs depends largely on the amount of floor space dedicated by the **retailer**. One of the most popular display vehicles for machine-made area rugs is a swing...

...include hang tags to provide consumers with important information, such as available sizes and prices.

'**Retailers** are realizing if rugs are shown properly, the display serves as a silent salesperson,' said...
...she is contemplating to buy. It needs to be well lit to show colors and patterns.'

Best **offers** merchandising displays designed to meet the individual needs of **retailers**. 'We ask our clients how much space we have to work with,' Kennaugh explained. 'Then...

...can tell how many rugs he can display based on that configuration.'

Some of the **merchandisers** offered by Best include conventional swing arm displays that hold 20 to 50 6 x...

...not only display space, but also enhance the appearance of a showroom,' Kennaugh said. 'Progressive **retailers** use our fixtures to provide a foundation to make a fashion statement.'

There are floor covering **dealers** who attempt to stock as many rugs into a small area as possible, which Kennaugh...

19/3,K/33 (Item 3 from file: 16)
DIALOG(R) File 16:Gale Group PROMT(R)
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05049085 Supplier Number: 47411779 (USE FORMAT 7 FOR FULLTEXT)
Two Korean Memory Makers Challenge Anti-Dump Order
Hardie, Crista
Electronic News (1991), p013
May 26, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 654

... responded to requests for interviews.

Meanwhile, according to the American IC Exchange, a current downward **price trend** on 16M parts is negatively impacting Taiwanese 4M and all 64M configurations. Sixteen-megabit parts...

...prices on DRAMs had dropped so significantly that there was a likelihood dumping would take **place**," Ms. Kleiner said. But the question of whether Micron believes the threat of dumping currently...

19/3,K/34 (Item 4 from file: 16)
DIALOG(R) File 16:Gale Group PROMT(R)
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04608293 Supplier Number: 46778660 (USE FORMAT 7 FOR FULLTEXT)
PX Prices Retreat On Worldwide Basis

Chemical Marketing Reporter, p3
Oct 7, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 1446

... cents at the beginning of the year.
With downward pressure still being applied by other **buyers**, US pricing remains unsettled and has the potential to lose further ground. In Europe the...

...between 20 and 21 cents last quarter. The price seems to be reasonably stable, a **supplier** says, but depending on contract settlements in other parts of the world, there may be...

...from about 20 cents last quarter. Pricing in this region has still not settled. A **supplier** says there is strong pressure on producers for even lower prices.

"This is the start of a **trend** to have global **prices** for paraxylene in parity," a **supplier** says. In the past, prices varied from region to region, but in the last few quarters they have been more in line. The **supplier** attributes this, in part, to lower profits.

For some producers the cash-cost point is...

...In other regions, especially Asia, producers get more value using xylenes in gas blends," a **supplier** says. "It just doesn't pay to remove the para."

One consultant disagrees and says...

19/3,K/35 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03956755 Supplier Number: 45733016
National to charge one price
Bangkok Post, p19
August 17, 1995
Language: English Record Type: Abstract
Document Type: Newspaper; Trade

ABSTRACT:

Maker and **distributor** of National electrical consumer products, AP National Sales will introduce four new products; a new...

...sales of B 10 bn by year 2000. AP National Sales will also implement a **one - price** policy which will ensure that retail stores sell National products at a uniform price. The new price policy will also reduce the **price** -cutting **trends** among **dealers**. The new policy will be implemented in October 1995 in Bangkok and will spread to the entire **dealer network** in 1996. ...

19/3,K/36 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03770490 Supplier Number: 45359754 (USE FORMAT 7 FOR FULLTEXT)
Automakers to dealers: Shape up -- or ship out
Crain's Detroit Business, p1
Feb 27, 1995
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1475

... the same level of service."

Standards inevitable

Crosson said he views the standardization of auto **dealers** as inevitable and necessary. **Dealers**, he said, remain "a very aggressive, almost renegade sales force built on very strong entrepreneurial..."

...the horse-and -buggy era" -- but won't for much longer.

That's because the **dealer** always has been the star -- not the auto. And that runs counter to automakers' current...

...You have Don Massey marketing Cadillacs one way ... Dreisbach and Sons another way, and the **other dealers** another way. Yet Cadillac is trying to establish this 'standard of excellence.' But because of all these **different dealers**, there's no standard. The manufacturer can't control its contact with the **consumer**.

"There's something fundamentally wrong with that, and it must change." It started to change...

...dealerships, Crosson and Bayson said. Those dealerships don't make a big deal of the **dealers**' names. Instead, it's Saturn of Southfield, Saturn of Troy and Saturn of wherever else a dealership may be.

Saturn's no-haggle pricing also helped ignite the **one - price trend**, which, though still a small part of the industry, is growing.

"I think in Saturn..."

...been felt on the bottom line, but they have really made an impact in the **consumer**'s mind about how you buy a car," Crosson said.

GM is putting big, though...

...gets its own color scheme and distinctive features, but there's a strong family resemblance.

Dealers disagree

Not all GM **dealers** agree with the plan.

"I'm kind of there," said George Glassman, vice president of...

19/3,K/37 (Item 7 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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03353333 Supplier Number: 44646172 (USE FORMAT 7 FOR FULLTEXT)

One-price dealers build on gains: Converts decline as good times return

Automotive News, p41

May 2, 1994

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 561

... trend toward one-price selling has slowed in recent months, McHugh and the other 44 **dealers** who gathered two weeks ago in Norfolk, Va., to talk about growth strategies for **one - price** selling, are proof that the practice is alive and well.

'They had to drag me...

...43 percent over the first quarter of 1993 in used-car sales. When we began **one - price**, we thought used cars would be easy; that car isn't everywhere and can't be compared. Now we look at used cars differently.'

Under **one - price** or haggle-free selling, **dealers** determine a vehicle's lowest price, post it and do not deviate from that price.

While a handful of **dealers** have been doing one-price selling since the mid -1980s, the practice burst onto the...

...on customer satisfaction, and a move by manufacturers to go to value pricing has slowed **dealer**-initiated one-price selling in recent months.

Mark Rikess, a one-price consultant in...

...summit that McHugh attended, believes one-price will garner its strength

among existing one-price **dealers** , not from converts, because the system requires changing a dealership's culture.

'We can't...

19/3,K/38 (Item 8 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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03328753 Supplier Number: 44604314 (USE FORMAT 7 FOR FULLTEXT)

Is It Money in the Bag?

Discount Store News, v0, n0, PHMT12

April 18, 1994

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1061

... at \$54.99 for all sizes.

'It's not great for the profitability of the **supplier** ,' said a Springs spokesperson, who did not want to be identified. 'It's a very...

...of marketing for Monticello Bedding at Fieldcrest Cannon. 'If you are going to be a **partner** in a core solid color or print program, you have to be able to take...

...it had on our fashion business. We consider ourselves certainly in the running with the **patterns** and pricing we **offer** . But stores who push this have hurt their fashion business.'

The key to this business...

19/3,K/39 (Item 9 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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03006239 Supplier Number: 44080493 (USE FORMAT 7 FOR FULLTEXT)

Boards gaining 16-bit A/Ds

Electronic Engineering Times, p40

Sept 6, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1688

... more than 12-bit devices.

The move toward 16 bits has been largely user-driven. **Vendors** are struggling to give customers exactly what they want, including: a small-footprint package with...

...Inc. (Marlboro, Mass.), a leading producer of data-acquisition boards.

'There are a lot of **customers** that are willing to compromise a little on performance to get the cost down for their boards. Some **users** are willing to accept 14 bits of accuracy for a better price. The price can ...

...for those last couple of bits,' said Connors.

He sees data acquisition now tracking the **price trends** of personal computers. 'I can't sell a **customer** a \$2,000 data-acquisition card that goes into a 486-based PC that costs...

...month from UEI, is an example. Operating at 150 kHz, UEI's board carries a **starting price** of \$995. Data-acquisition cards for personal computers have sold for close to \$2,500...

...an early market entry, some data-acquisition card makers have been working closely with their **suppliers** to help fine-tune the A/D ICs for specific market niches or to iron...

...ADS7805 enables the company to develop a complete family of data-acquisition subsystems, Connors noted.

Another vendor, Sipex Corp. (Billerica, Mass.), is readying for November introduction its 16-bit A/D 1676...

19/3,K/40 (Item 10 from file: 16)
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02807535 Supplier Number: 43771506 (USE FORMAT 7 FOR FULLTEXT)

Analysts See Sales Climb Despite Dismal Quarter

WWD, v0, n0, p7

April 12, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 776

... Federated Department Stores and Sears, Roebuck & Co., fourth-quarter profits for a group of 57 **retailers** vaulted 39.9 percent as sales moved ahead 12.6 percent.

Excluding those items, earnings...

...the first three months is the smallest sales quarter of the year. They also believe **consumers** will start spending when the weather warms.

Walter Loeb of Loeb Associates noted some **consumer** concern following President Clinton's announcement of his economic initiatives, but he added that pre...

...Securities, is expecting 'very modest' sales gains for 1993, based on less physical expansion by **retailers**, low inflation rates, and a **trend** toward lower **initial price** points.

She also said **consumer** spending continues to be a concern, adding, 'The savings rate is so low, and income...

...of a strong showing for the fourth quarter of 1992?'

'Value pricing' - the strategy many **retailers** pointed to when explaining last year's success - will continue to be a persistent theme for 1993, according to analysts. Most predicted the success of one **retailer** or another based on current strategies addressing this issue.

Loeb said he expects the department...

...which rebounded last year, to continue as the strongest sector this year, benefiting from a **consumer** preference for more fashion merchandise.

'I think it's going to be a department store...

19/3,K/41 (Item 11 from file: 16)
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02687778 Supplier Number: 43587576 (USE FORMAT 7 FOR FULLTEXT)

Changing with the TIMES: Royal Doulton weathers U.S. economic storm with bold bridal programs and new casual china collections

HFD-The Weekly Home Furnishings Newspaper, v0, n0, p52

Jan 18, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1679

... the Royal Doulton trade name that retail between \$70 and \$295 for a five-piece **place** setting.

The company's other collections are Royal Crown Derby, which **offers** 14 **patterns** between \$175 and \$550 for five pieces, Royal Albert, with six patterns on stock in...

...percent. In the 200-year-old Minton line, 17 core patterns formerly available for only **one price** are now on promotion. Also, the company rolled back its pricing an average of 20...

...including Wellesley, Windsor, Destiny and Westminster.

The changes in pricing and design have successfully addressed **consumer** demands, said Mary Forte, senior vice president and general merchandising manager for The Bon Marche...

...is definitely better, I think it's become more salable,' she said.

Ross, among other **retailers**, and Royal Doulton executives credit Jones with generating 'a great burst of activity in the...

19/3,K/42 (Item 12 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

02469476 Supplier Number: 43257252 (USE FORMAT 7 FOR FULLTEXT)

One-price will stay, study says

Automotive News, v0, n0, p1

August 31, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 770

... of buyers 'dislike the negotiation process and distrust automotive salespeople,' the Power study suggests that **dealer** -initiated, one-price strategies may be the best way to win over weary consumers.

'We...

...t happy with the way things are now and they want to buy cars a **different** way,' said Doris Ehlers, a J.D. Power account director who headed the study. 'To...

...Associates is a market research firm in Agoura Hills, Calif.

Ehlers estimates that hundreds of **dealers** use the single-price procedure. Although that is a tiny portion of the nation's 23,000 **dealers**, the practice has attracted lots of attention this year.

Advocates say it clears up the...

...process itself. It also has been billed as a way to gain attention and improve **customer** satisfaction.

Even the National Automobile **Dealers** Association is taking the concept more seriously.

'We're critical of any move away from salespeople, and some **one - price dealers** seem to be going that way to cut expenses,' said Tom Webb, NADA's chief economist. But Webb said he has nothing against the **one - price trend** as it addresses 'finding ways to make the sales experience more pleasant for the **customer**.'

Ehlers studied an original group of 24 **one - price dealers** in April and May to reach her findings. Since then, she has talked to 39 **other dealers**. And she says she has 'a huge stack of messages from other **one - price dealers** who want to talk about what they're doing.'

The original group of 24 included many domestic-make **dealers** and **dealers** whom Ehlers calls 'desperate to try anything to increase sales.' But she said that is changing rapidly.

Today, she says, import and domestic **dealers** - successful and marginal - are trying the idea in equal numbers.

Some results from the study:

Ninety-two percent of the **dealers** studied said sales have increased since they went to one-price selling. Greg Stewart, chief...

...said his sales have doubled to 60 units a month since he switched.

Half the **dealers** said their average grosses have increased since the

onset of one-price. Twenty-five percent...

19/3,K/43 (Item 13 from file: 16)
DIALOG(R) File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

02383778 Supplier Number: 43132350 (USE FORMAT 7 FOR FULLTEXT)
Ames Looks Ahead to The Weekend Place
Discount Store News, v0, n0, p5
July 6, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1058

... reminiscent of the best of Target stores, with wide, clear aisles, spot-lighting in appropriate **places**, and considerable showmanship. Music videos were playing in the kids' apparel area, while Disney movies...

...The company is also testing outboard checkouts (which don't seem to be working out; **customers** think they'll have to wait in line again at the front of the store) and a new **customer** service button that interrupts the public address system to page an employee. If the button...

...Kmart, on the whole, seemed to be a bit more sharply priced.

Ames joined the **price** rollback **trend** with its **Price** Advantage program, about 500 items, individually signed, that offer clear savings. Some sample prices: 42...

19/3,K/44 (Item 14 from file: 16)
DIALOG(R) File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

02306338 Supplier Number: 43017845 (USE FORMAT 7 FOR FULLTEXT)
Gold Accents, Cleaner Flatware Styles Shine
HFD-The Weekly Home Furnishings Newspaper, v00, n00, p60
May 25, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1457

... retailers are going with the big names more and more today."
Here's what some **other vendors** said about the tabletop show, their best-sellers and the flatware business in general.
YAMAZAKI...

...said. "More and more people are returning to the traditional for safe investment."

The new **patterns** featured sale retail **price** points of \$29.99 and \$39.99, for regular and gold accent patterns, respectively. One...

...about a year and a half ago. It is now paying off," Fobare continued, "and **retailers** at the show were pleased to know that we are now able to use EDI...

...to housewares sets," Fobare said, pointing out that "all six were generally well received by **retailers**. All had a fairly similar look, in that they were all transitional floral motifs - traditional...

...is as strong as ever.

"We took steps to simplify the business for consumers and **retailers**, in both Wallace and International Silver. For the show, we put the **place** setting at one price and all the open stock (serving) pieces at one price. This...

...stores to advertise ("Your choice, \$100," for example). This was also

geared to help the **retailer** 's fill-in business.

Bial said the success for Wallace in the stainless area was...

19/3,K/45 (Item 15 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

02011160 Supplier Number: 42582421 (USE FORMAT 7 FOR FULLTEXT)
Shades of Frank W. Woolworth
Forbes, p41
Dec 9, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General Trade
Word Count: 966

... a testimony to the sick state of department store retailing.
What's bringing in the **customers** to A Real New York Bargain? Real bargains, of course. Everything in the store sells for \$10 or less. Recently, **shoppers** there found racks of ladies' Forenza jeans, a brand put out by the Limited, that...

...you're not likely to find Gucci goods at the country's growing number of **one - price** stores, you will find many inexpensively to moderately priced apparel brands such as Esprit, Guess...

...consists of first-quality sweaters, jeans and blouses, not "irregulars" or seconds. Depending upon the **retailer**, the items sell for \$7 to \$15 each--just the right price points for today's cautious **consumers**. The goods find their way into **one - price** stores because they didn't move quickly enough off the floors of higher-priced **retailers**. In this sense, the **one - price** stores and enormously popular outlet stores (FORBES, May 27) are kissing cousins.

The **one - price** store, typically situated in a strip shopping center anchored by a supermarket or drugstore, is...

...have succeeded by offering variety store merchandise generally priced at \$18 or less.

The latest **trend** in **one - price** retailing is specialization in clothing. The man often credited with bringing the **one - price** concept to clothing is Henry Jacobs, chairman of publicly traded **One Price** Clothing Stores, a \$110 million (sales) operation based in Duncan, S.C. Jacobs' 365 stores...

...were down only 3% from the year before.

Jeffrey Glik is sure doing well in **one - price** retailing. Glik, 35, is the fourth-generation president of Glik's, a St. Louis retailing...

...three more each year. Glik does \$137 per square foot in his department stores; in **one - price** shops, \$225.

"It's too easy to walk into a department store and get disappointed because the prices are unaffordable," says Glik. "There's no greater motivation to **shoppers** than a sign that says \$10 And Less."

Even in tough economic times, women prowling **one - price** stores can buy faddish and fun clothing on impulse, much as they used to do in department stores. At \$10 and under, fashion becomes almost disposable.

"If you **shop** in a department store, you can't even afford ten new outfits a year," says Sharon Frank, who runs her own retail buying office that selects merchandise for off-price **retailers** and used to run the New York buying office for Limited stores. "In one of..."

...sales on \$10 And Less newspaper and radio ads; the industry average for a specialty **retailer** of Glik's size is 3.6%.

Low capital costs also help. "I can set..."

19/3,K/46 (Item 16 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

01793248 Supplier Number: 42256718 (USE FORMAT 7 FOR FULLTEXT)
Big Oil Strikes a Gusher
Credit Card Management, v00, n00, p40
August, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2429

... to dual pricing in the 1980s to retain a competitive edge with their credit card **customers** or abandoned the concept shortly after it came into vogue in 1982. Amoco Corp. and Exxon Co. U.S.A. are the only majors sticking with dual pricing.

While the **one - price -fits-all trend** is less than a year old, the early returns are impressive. Now that credit card **users** aren't being slapped with a pennies-per-gallon penalty any more, oil card issuers...

...have totaled more than a quarter of a million in less than two months. Select **dealers** report card usage is up 10% to 20% and that gallons sold are jumped as...

...for brand loyalty. "The point of single pricing is to encourage cardholder loyalty, because these **people** spend higher amounts and are more frequent **customers**," asserts Stephen Lattion, manager of credit card operations for Citgo, an advocate of single pricing...

...be detrimental to your card business."

Ironically, the move back to single pricing puts cash **customers** back where they were eight years ago - paying a price they feel includes the cost...

...credit card transactions. The oil companies went to two-tier pricing in 1982, offering cash **customers** a price that was typically 4 cents per gallon cheaper than the price for card **users**. The idea was to prevent cash **customers** from defecting to rivals offering a lower street price. Cash **customers** can now expect to pay about one to two cents more per gallon, while credit **customers** can expect one to two cents less per gallon.

The oil companies are eager to...

19/3,K/47 (Item 17 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

01377849 Supplier Number: 41636139 (USE FORMAT 7 FOR FULLTEXT)
Ranmaru: More Indonesian Stoneware
HFD-The Weekly Home Furnishings Newspaper, v0, n0, p63
Oct 29, 1990
Language: English Record Type: Fulltext Abstract
Document Type: Magazine/Journal; Trade
Word Count: 310

... and salable. The great thing is that they are appealing to a broad spectrum of **retailers**."

The patterns range from mix and match black and white designs, such as Images, to...

...which feature primary colors.

"We're trying to come out with upscale looks at moderate **prices** - in other words, **patterns** that look like they would cost \$100 that are priced at \$50 to \$60."

Simon said Ranmaru's Indonesian stoneware is selling at **retailers**

such as Bullock's, Bloomingdale's, JC Penney, Rich's, and Fortunoff, as well as...

...showrooms such as Luria's and Best Products.

"All the patterns are being sold at **one price** point, but we want something for every type of **retailer**," said Simon.

"With Images, we took the negative and positive with a black and white ...

19/3,K/48 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

11255089 SUPPLIER NUMBER: 55412293 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Dealers pay more to keep people. Ward's Dealer Business compensation survey shows employee's gains.(Cover Story)

Keenan, Tim

Ward's Dealer Business, 33, 11, 21(2)

July, 1999

DOCUMENT TYPE: Cover Story ISSN: 1086-1629 LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 948 LINE COUNT: 00099

... He says the trend toward one-price selling is driving the move toward salaried sales **people**, but he says commissions and bonuses will always be part of the **dealer**'s compensation equation. "That's an attraction for aggressive **people** who want to show how good they are," says Mr. Mancuso. "Good salespeople don't...

...salaries."

But commissions can create their own set of problems for an all-star sales **person**, says Joe Verde of Joe Verde Sales & Management Training, Inc., San Juan Capistrano, CA.

"The...

...got better, someone changed the pay structure because they thought I was earning too much."

Other dealership employees who rely on commissions for a large part of their pay include service technicians (55% of surveyed dealerships give them), used-car salespeople (54%), body **shop** technicians (32%), and dedicated Internet sales **people** (13%).

The mean service tech commission is 34%. A quarter of the service techs earn...

19/3,K/49 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

10172604 SUPPLIER NUMBER: 20423343 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Transfer costs, spatial arbitrage, and testing for food market integration.

Baulch, Bob

American Journal of Agricultural Economics, v79, n2, p477(11)

May, 1997

ISSN: 0002-9092 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 7285 LINE COUNT: 00628

... by deflating it by the consumer price index (or some other suitable measure of the **trend** in the general **price** level).(3) This stage allows the single-period information on transfer costs to be compared...

...sub.t)) which are subtracted or added according to whether price differentials are inside or **outside** the parity bounds. The first error term ((e.sub.t)) allows transfer costs to vary...

19/3,K/50 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09647031 SUPPLIER NUMBER: 17975827 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Carriers plan a competitive 1996.

Kuehn, Richard A.

Business Communications Review, v26, n1, p68(2)

Jan, 1996

ISSN: 0162-3885 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1774 LINE COUNT: 00141

... have to work together to overcome resistance at AT&T headquarters to the lower, negotiated **price** .

Recent **trends** suggest that winning that argument won't be easy; the relationship between traffic volume and...

19/3,K/51 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

08963476 SUPPLIER NUMBER: 18600675 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Dinnerware trade-up. (at mass merchants) (part 3)

Kehoe, Ann-Margaret

HFN The Weekly Newspaper for the Home Furnishing Network, v70, n34, p31(3)

August 19, 1996

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1451 LINE COUNT: 00119

... merchants want patterns that sell at a price point which is comfortable to their consumer."

" **First price** , then **pattern** , then brand counts" to the mass **merchant consumer** , said Harmon Stein, president of Retroneu/Excel, which holds the Farberware license. "Dinnerware stops at a price point. Those who have traded up have lost volume."

Retailers are finding ways, however, to raise price points in their everyday business. Open stock and four-pack programs are higher ticket items for **retailers** . They account for an estimated 20 percent of the dinnerware business in mass **merchants** .

"Everyone holds their breath when they go over the magical price points in sets: \$19.99, \$29.99," said David Radin, spokesman for Corning **Consumer** Products. "There are better margins in open stock for the **retailer** ."

Under Corelle's Impressions line, a 20-piece set retailing for \$40, will sell open stock at \$20 for a traditional five-piece **place** setting, or \$80 for service for four.

Target has come up with its own solution...

...line of accessories.

"Target changed the whole structure of the business, said a leading dinnerware **vendor** . "It's important now because **retailers** don't want to raise the prices on 20-piece sets. They have brought up...

19/3,K/52 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

08864401 SUPPLIER NUMBER: 18451818

Built-in reliance. (Germany; electric appliance sales) (Industry Overview)

Birkner, Claus

Appliance, v53, n6, p18(1)

June, 1996

DOCUMENT TYPE: Industry Overview ISSN: 0003-6781 LANGUAGE:

English RECORD TYPE: Fulltext

WORD COUNT: 636 LINE COUNT: 00052

... 1,000 DM, yet will spend 1,300 DM on a replacement appliance. The reason **consumers** are more willing to spend more on a replacement model is related to **buyer** demographics. As a rule in the German appliance market, replacement purchases are made at a time when **consumers** have established professional careers. The disposable income at this time is considerably higher.

German distribution...

...built-in appliances are sold as part of a built-in kitchen package through furniture **retailers** and kitchen specialists; the electronics **dealers** account for a share of only 30 percent.

About 40 percent of German kitchens are older than 10 years, revealing great potential for the built-in appliance market as **consumers** renovate and modernize their kitchens by replacing older appliances. Additionally, with an average lifetime of...

...appliance, the demand is far greater than the desire to acquire new kitchen furniture.

Electronics **dealers** find themselves with a grand opportunity to meet the replacement market demand. Currently, the trade...

19/3,K/53 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

08831522 SUPPLIER NUMBER: 18389560 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The development of a UK natural gas spot market. (United Kingdom)

Roeber, Joe

Energy Journal, v17, n2, p1(15)

April, 1996

ISSN: 0195-6574

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 5821

LINE COUNT: 00462

... straight "Platts mean plus 40 cents" to far more complex composites and averages.

European gas **buyers** and **sellers** are familiar with complex escalators using price reports from other markets, and the move to...

...the sort being offered to the industry by the International Petroleum Exchange, would be very **different** sort of market from Brent and would lead to **different** developments. Forward markets, cleared or uncleared, are an appropriate development but not necessary; futures markets...

19/3,K/54 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

07815263 SUPPLIER NUMBER: 16863820 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Sequoia Systems Third Quarter Revenues Up 39%.

Business Wire, p4271037

April 27, 1995

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 891

LINE COUNT: 00108

... in which system availability, fast response times and data integrity are critical. As a leading **supplier** of ruggedized, mission-critical computers from the desktop to the mainframe, Sequoia and its subsidiary...

...in other systems. Professional services and maintenance support are provided to the company's worldwide **customer** base. Sequoia's (SEQS) common stock is traded on Nasdaq. -0-

Sequoia Systems, Inc. and...

19/3,K/55 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

07813633 SUPPLIER NUMBER: 17016954 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Pulp friction: part 2. (paper party products industry) (Special Report)
(Industry Overview)

Schneider, Steve

Party & Paper Retailer, v10, n4, p16(2)

April, 1995

DOCUMENT TYPE: Industry Overview ISSN: 0899-6008 LANGUAGE:

ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1070 LINE COUNT: 00081

... manager, Converting Inc., Clintonville, WI. "Although price is always important, the emphasis is on design **first**, and **price** second."

According to Zimmerman, the **retailer** who buys wisely will maintain an inventory of the most attractive patterns and the hottest...

...party goods." Also effective, he says are lines that feature a wide variety of accessories. **Customers** who **shop** at Wal-Mart, for example, can expect to find only such staples as plates, napkins...

...remains the key venue.

"It's critical to have a wider variety than the mass **merchandisers**," he affirms, a sentiment seconded by Berger. "You hear about the tremendous penetration of mass marketers, and our **retailers** are certainly aware of it." He continues, "But we're light years ahead of those..."

...he evaluates. "It comes from disposable income."

To keep that income flowing from customer to **retailer**, he announces, "We will not be doing what others are doing, which is raising prices..."

19/3,K/56 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

07596792 SUPPLIER NUMBER: 16200161 (USE FORMAT 7 OR 9 FOR FULL TEXT)

FTS contractor Sprint complains of being shortchanged.

Masud, Sam

Government Computer News, v13, n22, p8(1)

Oct 3, 1994

ISSN: 0738-4300 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 659 LINE COUNT: 00050

... of total FTS 2000 business. If both vendors come in with comparable prices during the **next price** recompetition, they said, only a small amount of Network A traffic would have to be...

...percent share.

Monthly reports

The officials plan to try to defuse the issue of which **vendor** is getting how much by releasing monthly reports of what is being paid out to ...

19/3,K/57 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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07512901 SUPPLIER NUMBER: 15728353 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The impact of provincial marketing boards on price relations and pricing

dynamics in the North American slaughter hog market.

Benson, Bruce L.; Faminow, Merle D.; Marquis, Milton H.; Sauer, Douglas G.
Applied Economics, v26, n7, p677(12)

July, 1994

ISSN: 0003-6846

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 8234

LINE COUNT: 00754

... price from which negotiations with each seller proceed.

3 The data consists of weekly average **prices**, so lagged and **feedback** effects that occur ...economic and antitrust market delineation; and Benson et al. (1994) explore consequences of the countervail **placed** on Canadian hogs in 1985.

4 The price series are still not precisely comparable. The...

19/3,K/58 (Item 11 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

07478042 SUPPLIER NUMBER: 15612013 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Should you buy on price alone? (twin-screw compounding extruder manufacturers lower prices and provide service-support to customers)

Ogando, Joseph

Plastics Technology, v40, n7, p58(5)

July, 1994

ISSN: 0032-1257

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 3181

LINE COUNT: 00243

... America.

With all the increased competition and price sensitivity, there has been an undeniable downward **trend** in **prices**; some **suppliers** talk of a 20% decline in extruder prices over the past four years. The outlay...

...dropped to the point where a wider processing audience can afford the machine. As a **supplier** of both single- and twin-screw extruders, Davis-Standard observes some shifting of the **user** base from one to the other. According to Sedlack, several **customers** that would only consider single-screw compounding lines in the past have upgraded to twin-screws. "**People** who never believed a twin-screw extruder was justified because of cost are suddenly buying twin-screw extruders. **People** who were making a low-quality, lower-grade product on a single-screw are now...

...products to higher quality and a higher price."

Yet before anyone rejoices over the current **buyer**'s market, it may be time to reconsider the role of price in selecting a...

...new kids on the block cannot hope to match. They charge that the low-cost **providers** just sell pieces of hardware--not compounding solutions. For their part, the newcomers say they can offer all the services their **customers** need but for less money than the blue-chip brands.

"It is getting tougher to...

...too application-specific to cover here, there are other factors that can help differentiate the **suppliers**--and give the price differences some meaning.

WHO'S NEW

Who are these newcomers? Of...

19/3,K/59 (Item 12 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

07272214 SUPPLIER NUMBER: 15254193 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The price is right; playing the game to win. (Factory Card Outlet)

Ginger R. DeMille

Dexter, Annette
Party & Paper Retailer, v9, n5, p16(3)
May, 1994
ISSN: 0899-6008 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1163 LINE COUNT: 00088

... these categories, Kelly holds the line and maintains that offering quality merchandise at a discount **price** is a **trend** that's here to stay. Normally, Factory Card Outlet offers a minimum discount of 20...

...the past holiday season, Christmas party goods were sold for a record 75 percent off.

Shoppers will find all the "name brands" of merchandise--many licensed designs for birthday and beyond...

...does such an operation keep on top of what's going on in their various **locations** ? In addition to a weekly company newsletter, Kelly is fast to point out one of...

...assistants, one supervisor and up to 12 part-timers. Each of the employees must keep **customers** happy and make sure the store looks good. In an effort to increase **customer** service, the company will soon provide a comprehensive employee training program which will cover sales...

...and display.

Store quality is yet another area Kelly's proud of. Most of his **locations** are in strip malls and feature an average display area of 10,000 to 16,000 square feet. (This amount of floor space dwarfs the traditional greeting card store.) **Customers** find an upscale atmosphere which use of bright lighting, carpeting, and fine glass fixtures. "In...

...business, which is one-third of our business, we've learned that women want to **shop** for quality in a pleasant atmosphere--they love the carpeting. We have a style and...

...confides Kelly.

With 50 stores "under his belt", you'd think that shopping for a **location** would be second nature to Kelly. Still, the store owner confesses that he uses commercial real estate specialists to help with the demographics for unfamiliar **locations**, but advises that **location** hunters look closely at the population and income of prospective **sites**. Of course, Kelly does admit that the "low rents" in midwest are another factor which...

...even further. "This year is when we're taking the big jump forward," comments the **retailer** who says further expansion is in the works for the Chicago area. Their goal: to...

19/3,K/60 (Item 13 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

06576341 SUPPLIER NUMBER: 14878407
'One price' growth tapers off. (one-price auto dealerships)
Connelly, Mary
Automotive News, n5531, p1(2)
Dec 27, 1993
ISSN: 0005-1551 LANGUAGE: ENGLISH RECORD TYPE: ABSTRACT

...ABSTRACT: one-price models and other customer satisfaction programs being initiated by dealers have slowed the **trend**. However, **one - price** dealerships have already made a significant impact on the industry and experts believe that they...

19/3,K/61 (Item 14 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06438708 SUPPLIER NUMBER: 13624402 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Analysts see sales climb despite dismal quarter. (retail stores)
Ryan, Thomas J.
WWD, v165, n69, p7(1)
April 12, 1993
ISSN: 0149-5380 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 801 LINE COUNT: 00063

... gains for 1993, based on less physical expansion by retailers, low inflation rates, and a **trend** toward lower **initial price** points.

She also said **consumer** spending continues to be a concern, adding, "The savings rate is so low, and income...

...of a strong showing for the fourth quarter of 1992?"

"Value pricing" -- the strategy many **retailers** pointed to when explaining last year's success -- will continue to be a persistent theme for 1993, according to analysts. Most predicted the success of one **retailer** or another based on current strategies addressing this issue.

Loeb said he expects the department...

...which rebounded last year, to continue as the strongest sector this year, benefiting from a **consumer** preference for more fashion merchandise.

"I think it's going to be a department store...

19/3,K/62 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06377321 SUPPLIER NUMBER: 13333494 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Changing with the times; Royal Doulton weathers U.S. economic storm with bold bridal programs and new casual china collections. (Royal Doulton Tableware Ltd.)

Hube, Karen

HFD-The Weekly Home Furnishings Newspaper, v67, n3, p52(2)

Jan 18, 1993

ISSN: 0746-7885 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1790 LINE COUNT: 00139

... the Royal Doulton trade name that retail between \$70 and \$295 for a five-piece **place** setting.

The company's other collections are Royal Crown Derby, which offers 14 patterns between...

...including Wellesley, Windsor, Destiny and Westminster.

The changes in pricing and design have successfully addressed **consumer** demands, said Mary Forte, senior vice president and general merchandising manager for The Bon Marche...

...is definitely better, I think it's become more salable," she said.

Ross, among other **retailers**, and Royal Doulton executives credit Jones with generating "a great burst of activity in the...

19/3,K/63 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

06368896 SUPPLIER NUMBER: 13106271 (USE FORMAT 7 OR 9 FOR FULL TEXT)
J.D. POWER AND ASSOCIATES STUDY UPDATE REVEALS ONE-PRICE CAR DEALER PROFITS, GROWTH AND CUSTOMER SATISFACTION ARE UP

PR Newswire, 0126LA017

Jan 26, 1993

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 453 LINE COUNT: 00037

TEXT:

...those using traditional selling techniques. According to J.D. Power and Associates' study of retailing **trends**, the elimination of **price** haggling at some **retailers** also leads to a substantially higher degree of **customer** satisfaction.

19/3,K/64 (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06221006 SUPPLIER NUMBER: 13902434 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Price premium variations as a consequence of buyers' lack of information.
(includes appendices)

Rao, Akshay; Bergen, Mark E.
Journal of Consumer Research, v19, n3, p412(12)
Dec, 1992

ISSN: 0093-5301 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 8894 LINE COUNT: 00773

... premiums granted over numerous future time periods must be greater than the profit available from **one** large **price** premium payment today. Thus, a price premium can be viewed as a fee to assure honesty that compensates the **seller** for the opportunity cost of not cheating, and the repeat purchase potential assures **sellers** of a stream of future income that is higher than the profit that they would...

19/3,K/65 (Item 18 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06216760 SUPPLIER NUMBER: 13769568 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Relationship-specific assets and the pricing of underwriter services.

James, Christopher
Journal of Finance, v47, n5, p1865(21)
Dec, 1992

ISSN: 0022-1082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 8720 LINE COUNT: 00688

... will be to switch underwriters. Therefore, the less likely a firm is to make a **subsequent offer** and the longer the expected time until a subsequent issue, the less important will be...

19/3,K/66 (Item 19 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06098074 SUPPLIER NUMBER: 12466013 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Ames looks ahead to The Weekend Place. (Ames Department Stores Inc., Ames: The Weekend Place)

Hisey, Pete
Discount Store News, v31, n13, p5(2)
July 6, 1992

ISSN: 0012-3587 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1039 LINE COUNT: 00081

... Kmart, on the whole, seemed to be a bit more sharply priced. Ames joined the **price** rollback **trend** with its **Price Advantage** program, about 500 items, individually signed, that offer clear savings. Some sample prices: \$2...

19/3,K/67 (Item 20 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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05521835 SUPPLIER NUMBER: 11574241 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Shades of Frank W. Woolworth. (low-price clothing stores)
Morgenson, Gretchen
Forbes, v148, n13, p41(3)
Dec 9, 1991
ISSN: 0015-6914 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1025 LINE COUNT: 00076

... have succeeded by offering variety store merchandise generally priced at \$18 or less.

The latest **trend** in **one - price** retailing is specialization in clothing. The man often credited with bringing the **one - price** concept of clothing is Henry Jacobs, chairman of publicly traded **One Price** Clothing Stores, a \$110 million (sales) operation based in Duncan, S.C. Jacobs' 365 stores...

...were down only 3% from the year before.

Jeffrey Glik is sure doing well in **one - price** retailing. Glik, 35, is the fourth-generation president of Glik's, a St. Louis retailing...

...three more each year. Glik does \$137 per square foot in his department stores; in **one - price** shops, \$225.

"It's too easy to walk into a department store and get disappointed ...

...to do in department stores. At \$10 and under, fashion becomes almost disposable.

"If you **shop** in a department store, you can't even afford ten new outfits a year," says Sharon Frank, who runs her own retail buying office that selects merchandise for off-price **retailers** and used to run the New York buying office for Limited stores. "In one of...

...sales on \$10 And Less newspaper and radio ads; the industry average for a specialty **retailer** of Glik's size is 3.6%.

Low capital costs also help. "I can set...

19/3,K/68 (Item 21 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

05140193 SUPPLIER NUMBER: 10511449 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The luggage industry carries on. (interview with Mark Markovich of Welsh Sporting Goods Corp. Boyt Div.) (interview)
Cedrone, Lisa
Bobbin, v32, n7, p84(3)
March, 1991
DOCUMENT TYPE: interview ISSN: 0896-3991 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 2044 LINE COUNT: 00158

... The latter is popular because of its fashionable look and heavier weave. Tapestry, in all **patterns** and **price** points, has been popular in the last 18 months, and it looks as if its...

19/3,K/69 (Item 22 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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04819799 SUPPLIER NUMBER: 09400625 (USE FORMAT 7 OR 9 FOR FULL TEXT)

What future in futures? (prospect for a futures market in fertilizer)
(editorial)

Keogh, Ness
Phosphorous and Potassium, n168, p3(1)
July-August, 1990
DOCUMENT TYPE: editorial ISSN: 0031-8426 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 858 LINE COUNT: 00065

... fertilizers are subject to seasonal price trends, in the case of DAP, the fourth and **first** quarter **price** levels tend to be higher. However, during the 1980s several factors including political crises, inclement weather etc., in the major consuming countries, conspired to upset demand **patterns** and hence, affect **price**. As regards volume, the US exported about 7.3 million tonnes of DAP in 1989...

...on the futures market, a high participation rate would be required especially from the larger **traders** in the US.

Hedging on the futures markets is widely considered a prudent course of...

19/3,K/70 (Item 23 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04774126 SUPPLIER NUMBER: 08724450 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Travelers 'Florida bound' help reduce U.S. oil imports.
PR Newswire, 0810FLFNS1
August 10, 1990
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 362 LINE COUNT: 00029

... help conserve energy for already strained public utilities.
The Iraqi invasion of Kuwait didn't **start** a **price** gouging **trend** in Florida. That is an already established practice in some parts of the state. Florida...

...visitors come to the state via automobile this year and don't think the gasoline **retailers** aren't aware of this statistic, said Michael Billy, president of Compuprop.

"For example, gas...

19/3,K/71 (Item 24 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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03880287 SUPPLIER NUMBER: 06999322 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Boots '89: the more they change.... (ski boots; includes related article on mondopoint sizing)
Meador, Cliff
Skiing Trade News, v13, n3, p17(1)
Jan, 1989
ISSN: 0037-6299 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1570 LINE COUNT: 00121

... this season," said Mike Adams, sales and marketing manager at Elan-Monark, distributor of Dolomite. " **First price** point sales of everything--boots, bindings, and skis--were flat at best." At Nordica, marketing manager Suzie Quinn agreed. "Fewer **people** in general were walking off the street and going for the **first price** points," she said. "Even the first boot purchase **customer** was not necessarily buying **first price** point products." **Customers** have become more sophisticated about value.

And that translates into a scramble for stronger designs...middle of.

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the offering. But even our lowest price point boots move well when the **retailer** merchandises them. Product tie-ins are strong, and the **retailer** who does his homework so that his product offerings turn a boot sale into a ...

19/3,K/72 (Item 25 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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03471242 SUPPLIER NUMBER: 06302997 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Ferrous scrap upturn seen in Ohio.

Worden, Edward

American Metal Market, v96, n19, p9(1)

Jan 28, 1988

ISSN: 0002-9998 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 335 LINE COUNT: 00024

... there is little sense in building large inventories of scrap at one price when the **next price**, perhaps even lower, is yet to be established.

Ford Motor Co., the first automaker to...

19/3,K/73 (Item 26 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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02051137 SUPPLIER NUMBER: 03109995 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Edward L. Flom describes plans for Florida Steel Corp. at annual meeting.

PR Newswire, FLPR5

Jan 27, 1984

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1000 LINE COUNT: 00079

... the first overall price increase since Jan. 1, 1981. "Fabricated rebar backlogs, as well as **prices**, have shown upward **trends**. **Merchant** bar products have been raised three times, the latest overall increase being Oct. 17, 1983. Still, this leave **merchants** products \$28 a ton lower than we sold these same products in 1981. We also...

...Jackson, Tenn. cast 113,000 tons of steel billets and rolled 91,000 tons of **merchant** products in 1983. Commenting on the firm's aggressive move into **merchant** products (angles, flat bars, channels, squares, and smooth round bars), Weise pointed out that Florida...

...Weise viewed the immediate future with confidence by remarking, "As long as the influx of **people** to the Sunbelt continues, construction demands and steel requirements will continue on an upward trend...

19/3,K/74 (Item 27 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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01754119 SUPPLIER NUMBER: 02751966 (USE FORMAT 7 OR 9 FOR FULL TEXT)

New aluminum mill prices stick; but distributors cast doubt on demand reality.

Yafie, Roberta C.; Halfich, Frank; Burgert, Philip

American Metal Market, v91, p1(2)

May 3, 1983

ISSN: 0002-9998 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1230 LINE COUNT: 00098

... but none said they would resist the increases.

"It's the old story that if **one price** increase doesn't work you

should add a second one and that will make the first one work,' one **distributor** said.

Arthur G. Reichert, sales manager at Howard Brass, Copper & Aluminum Co. Inc., Milwaukee, said the increases were anticipated, and he expects the **price trend** "is definitely going to be on the upside."

Less certain of that pattern was Robert...

...president and general manager of Prime Metals division of Howmet Aluminum Corp., Grand Rapids. "Every **distributor** price increase is taking a while to filter through," he said, calling current reaction to recent increases "a mixed bag."

Some **distributors** continue to sell for volume rather than price, and are liquidating inventories purchased at lower prices, while other **customers** have made long-term price commitments that must be satisfied, he noted.

But he and other **distributors** acknowledged some strength has been seen in the market, citing better customer demand from appliance...

19/3,K/75 (Item 1 from file: 275)

DIALOG(R) File 275:Gale Group Computer DB(TM)

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01633628 SUPPLIER NUMBER: 14022425 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Falling prices changing the face of the software market. (Wohl's World)

(Column)

Wohl, Amy

Computer Shopper, v13, n8, p78(2)

August, 1993

DOCUMENT TYPE: Column ISSN: 0886-0556 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 842 LINE COUNT: 00067

... reasons.

We now have a two-tier markets in which new buyers of software pay **one** (higher) **price**, and "old" buyers (owners of an existing package looking to upgrade) pay a much lower...

...average price of a software package.

Prices of operating systems have dropped substantially, too, as **vendors** compete for market and trade off premium price for high volumes. The advent of Windows...

...several thousand dollars for a full complement of desktop software now seems unrealistic to many **people**. **Customers** generally feel there should be a closer relationship between system hardware price and the price...

...revenues on the Windows platform now comes from suite sales. This has prompted Borland to **partner** with WordPerfect, while Lotus is reportedly negotiating to buy database publisher Approach. These moves will...

19/3,K/76 (Item 2 from file: 275)

DIALOG(R) File 275:Gale Group Computer DB(TM)

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01515216 SUPPLIER NUMBER: 12144182 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Changing of the CPU guard. (80386 systems become new entry-level central processing unit standard) (Smart Shopper: Ad Watch)

Computer Shopper, v12, n6, p791(1)

June, 1992

ISSN: 0886-0556 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 410 LINE COUNT: 00031

... the 386SX this spring. It just might be that the 386DX CPU has taken its **place** as the new entry-level system. (See Computer Shopper's

April issue, page 200.)

What a difference a year makes--last year, a direct **buyer** was faced with spending almost \$1,200 more to buy a 386DX, but today that...

...has jumped into the fray, with good prices, better than average service, and a huge **customer** base.

While more and more **vendors** are bundling a variety of software programs with their systems, Mile-Hi is the first and only **vendor** promising Windows 3.1 as a system upgrade.

Here's another **trend**: **price** points. Begun a few months ago by Naga Systems' theme of "Three Great Computers, **One Great Price**," new and campaigns by Insight and other **vendors** echoes the how-many-can-you-afford-to-spend? approach to selling systems.

Vendors are starting to restructure their service and support offerings.

Zenon recently dropped its on- **site** service policy, citing a reluctance to allow a **third party** to work on its machines. The **vendor** says that it can provide a quicker turnaround on parts than an independent service company. And CompuCity found that its **customers** weren't always interested in on- **site** service and extended warranties, so it lowered system prices and now offers these features as upgrades. A smarter tactic, since it allows the **buyer** the opportunity to opt for support as well as price.

19/3,K/77 (Item 3 from file: 275)

DIALOG(R) File 275:Gale Group Computer DB(TM)

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01175651 SUPPLIER NUMBER: 04233880 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Manufacturers lack confidence in upturn; recent sales pick-up is welcomed, but makers remain cautious about long-term outlook. (Spotlight on Resistors)

Rothschild, Kurt

Electronic News, v32, pS5(4)

May 5, 1986

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 2035 LINE COUNT: 00152

... they may even increase slightly," Mr. Paden noted.

Whatever the increase will amount to, the **pattern** of downward **price** pressure that has been the lot of the entire resistor industry for a number of...

...of this year," said CTS's Mr. Akers. "However, we are beginning to see the **beginning** of **price** stabilization," he added.

Most of the downward price pressure in networks is due to tremendous over-capacity, both in this country as well as in Asia. At least 30 **suppliers** are said to be offering networks on a worldwide basis.

ASIAN PRODUCERS

"Most of the...

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| S6 | 211302 | WHOLE()SALER OR RETAILER? ? OR LICENS?R? ? OR ASSIGN?R? ? - OR PROVIDER? ? OR SUPPLIER? ? OR PURVEY??? |
| S7 | 1986 | (FIRST OR INITIAL OR SEED OR ONE OR 1ST OR BEGINNING OR START OR STARTING) (1W) PRICE |
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| S9 | 76085 | MERCHANTISER? ? OR DISTRIBUT?R? ? OR SHOP OR PURVEY?R? ? OR SECOND()SELLER |
| S10 | 49782 | SUBSIDY OR AFFILIATE? ? OR (THIRD OR 3RD OR ANOTHER OR OTHER) () (PARTY OR PARTIES OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ?) |
| S11 | 1910399 | THIRDPARTY OR EXTERNAL OR OUTSIDE OR OUT()SIDE OR SEPARATE OR DIFFERENT OR AGENT OR INTERMEDIARY OR PARTNER? ? |
| S12 | 5176 | (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (- SERVICE? ? OR THIRDPARTY) |
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18/7/1 (Item 1 from file: 35)

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01602255 ORDER NO: AAD98-05648

EXTENDING THE MONETARY SEARCH ENVIRONMENT (PRICE DISPERSION, SEARCH FRICTIONS)

Author: CAMERA, GABRIELE

Degree: PH.D.

Year: 1997

Corporate Source/Institution: THE UNIVERSITY OF IOWA (0096)

Supervisors: DEAN CORBAE; STEVE WILLIAMSON

Source: VOLUME 58/08-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3225. 120 PAGES

In the first chapter we examine availability of matchmaking services in a monetary economy with search frictions. A costly multilateral matching technology provides perfect intermediated matches. A costless bilateral matching technology provides random matches but is characterized by a trading externality. Multiple equilibria exist: agents may search, trade in the intermediated sector, or do both. The volume of intermediated trade is endogenously determined. Money and intermediated trade may coexist, a welfare inferior outcome if the trading externality has increasing returns. Under certain conditions non-monetary equilibria with intermediated trade are welfare superior to monetary equilibria with search.

In the second chapter we study how changes in the quantity of money affect price dispersion or more generally the equilibrium distribution of prices. We relax the storage technology for fiat money in a prototypical search model to answer this question. When multiple units of currency can be stored, **buyers** and **sellers** enter matches with potentially **different** willingness to buy or sell. Across the distribution of possible matches, then, prices will generally differ even though agents have identical preferences and technologies. We provide existence conditions for a particularly simple equilibrium **pattern** of exchange and **prices**. We show that in the limiting case where search frictions are eliminated, equilibrium prices are uniform. We also show that average prices increase with higher money supply.

The third chapter extends the work by Green and Zhou (1995). In an environment characterized by fixed production costs and an exogenous upper bound on money holdings, we provide existence conditions for a particularly simple equilibrium exchange pattern where a unit of currency is traded for a fixed quantity of goods, in all matches. Our specification rules out both the Pareto-dominance of non-monetary gift-giving outcomes, and the existence of **one - price** equilibria with unbounded money holdings, as suggested by Green and Zhou. It is also shown that the money inventory technology need not be binding in the presence of fixed production costs. When the conditions for existence of "**one - price**" equilibria are not met, we provide numerical examples of equilibria with diverse transactions **patterns** which generally imply **price** dispersion.

18/7/2 (Item 1 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06198453

National to charge **one price**

THAILAND: NATIONAL TO LAUNCH FOUR NEW PRODUCTS

Bangkok Post (XBN) 17 Aug 1995 P.19

Language: ENGLISH

Maker and **distributor** of National electrical **consumer** products, AP National Sales will introduce four new products; a new home shower water heater, microwave oven, rice cooker and air purifier in Thailand in a bid to boost its product market share. The company claims that it holds 80% share of the water heater market which is valued at over B 650 mn in Thailand, 15% of the B 530 mn microwave oven market and 25% in the B 1.2 bn

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rice cooker market. The company hopes to achieve an annual sales of B 10 bn by year 2000. AP National Sales will also implement a **one - price** policy which will ensure that retail stores sell National products at a uniform price. The new price policy will also reduce the **price -cutting trends** among **dealers** . The new policy will be implemented in October 1995 in Bangkok and will spread to the entire **dealer network** in 1996.
?

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| S2 | 56269 | NETWORK(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) OR (BROADCAST OR SATELLITE OR CABLE OR CELLULAR OR TELEPHONE OR PHONE OR WIRELESS OR WAP) () (SERVICE OR SUPPL??? OR DEALER?) |
| S3 | 20775 | NETWORK(4N) (VENDOR? ? OR SELLER? ? OR SERVICE? ? OR COMPANY???) |
| S4 | 15230 | CONTENT(4N) (PROVID??? OR PROVISION OR SUPPL??? OR DEALER? - OR VENDOR? ? OR SELLER? ? OR SERVICE? ?) |
| S5 | 92611 | SELLER? ? OR VEND?R? ? OR PEDDLER? ? OR PEDLAR? ? OR MERCHANT? ? OR DEALER? ? OR TRADER? ? OR SHOPKEEPER? ? OR MERCHANTISER? ? OR DISTRIBUT?R? ? OR WHOLESALE?R? ? |
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| S7 | 232 | (FIRST OR INITIAL OR SEED OR ONE OR 1ST OR BEGINNING OR START OR STARTING) (1W)PRICE |
| S8 | 1540866 | SUPPLIER? ? OR RETAILER? ? OR MERCHANT? ? OR DEALER? ? OR - VEND?R? ? OR RESELLER? ? OR LOCATION? ? OR SITE? ? OR PLACE? ? OR PROVIDER? ? OR SHOPKEEPER? ? |
| S9 | 98884 | MERCHANTISER? ? OR DISTRIBUT?R? ? OR SHOP OR PURVEY?R? ? OR SECOND()SELLER |
| S10 | 11343 | SUBSIDY OR AFFILIATE? ? OR (THIRD OR 3RD OR ANOTHER OR OTHER) () (PARTY OR PARTIES OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ?) |
| S11 | 3560360 | THIRDPARTY OR EXTERNAL OR OUTSIDE OR OUT()SIDE OR SEPARATE OR DIFFERENT OR AGENT OR INTERMEDIARY OR PARTNER? ? |
| S12 | 1702 | (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (-SERVICE? ? OR THIRDPARTY) |
| S13 | 670551 | BUYER? ? OR PURCHASER? ? OR CONSUMER? ? OR VENDEE? ? OR PROCURER? ? OR BIDDER? ? OR PATRON? ? OR CUSTOMER? ? OR CLIENT? ? OR LICENSEE? ? OR LICENCEE? ? OR SHOPPER? ? OR USER? ? |
| S14 | 392294 | PASSENGER? ? OR TRAVELER? ? OR TRAVELLER? ? OR CUSTOMER? ? OR TOURIST? ? OR PERSON? ? OR PEOPLE OR PATRON? ? OR CONSUMER? ? |
| S15 | 569 | (SUBSEQUENT OR FEEDBACK OR FEED()BACK OR TREND? ? OR PATTERN? ?) (3N) (OFFER? ? OR PRICE? ?) OR NEXT() (OFFER? ? OR PRICE? ?) |
| S16 | 15234 | (OUTSIDE OR THIRD OR 3RD OR ANOTHER OR OTHER OR SECOND) () (-VEND?R OR SELLER OR SUPPLIER OR PROVID?R OR PARTY OR PARTIES - OR SOURCE OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ? OR AGENCY OR AGENCIES) |
| S17 | 0 | (S1:S6) AND S7 AND (S8:S12) AND (S13:S14 OR S16) AND S15 |
| S18 | 34 | (S1:S6) AND S7 AND (S8:S12) AND (S13:S14 OR S16) |
| S19 | 8 | S18 NOT AY=(2000 OR 2001 OR 2002 OR 2003 OR 2004 OR 2005) |
| S20 | 5 | S18 FROM 347 |
| S21 | 5 | S19 AND S20 |
| S22 | 29 | S18 NOT S20 |

? t19/4/all

19/4/1 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2005 Thomson Derwent. All rts. reserv.

IM- *Image available*

AA- 2000-672356/200065|

XR- <XRPX> N00-498480|

TI- Inventory management system for providing information about inventory amount and inventory ordering to manufacturing **site** and **vendor** |

PA- GENERAL ELECTRIC CO (GENE)|

AU- <INVENTORS> BENNETT J S; MACKENZIE P D; MORELLI T A; RELYEA H A; SALVO J J|

NC- 022|

NP- 004|

PN- WO 200029999 A1 20000525 WO 99US20412 A 19990907 200065 B|

PN- EP 1129421 A1 20010905 EP 99945532 A 19990907 200151

<AN> WO 99US20412 A 19990907

PN- US 6341271 B1 20020122 US 98191910 A 19981113 200208

PN- JP 2002530254 W 20020917 WO 99US20412 A 19990907 200276

<AN> JP 2000582938 A 19990907|

AN- <LOCAL> WO 99US20412 A 19990907; EP 99945532 A 19990907; WO 99US20412 A 19990907; US 98191910 A 19981113; WO 99US20412 A 19990907; JP 2000582938 A 19990907|

AN- <PR> US 98191910 A 19981113|

FD- WO 200029999 A1 G06F-017/60

<DS> (National): JP SG

<DS> (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

FD- EP 1129421 A1 G06F-017/60 Based on patent WO 200029999

<DS> (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE

FD- JP 2002530254 W B65G-061/00 Based on patent WO 200029999|

LA- WO 200029999(E<PG> 48); EP 1129421(E); JP 2002530254(37)|

DS- <NATIONAL> JP SG|

DS- <REGIONAL> AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; LI|

AB- <PN> WO 200029999 A1|

AB- <NV> NOVELTY - A control unit (114) analyzes inventory amount signals to determine inventory amounts in storage receivers (104) which store inventory (150). The control unit is capable of analyzing the inventory amounts and inventory price information to determine if an inventory order shall be **placed** . |

AB- <BASIC> DETAILED DESCRIPTION - Amount indicators (108) respectively determine an inventory amount (151) in each storage receiver, and generate inventory amount signals representing inventory amount in the storage receiver. **One** inventory **price** source (126) provides inventory price information from one inventory **vendor** (200). The control unit receives the inventory amount signals from the indicator and the inventory price information from inventory price source. An INDEPENDENT CLAIM is also included for an inventory management method for providing information about inventory amounts and inventory ordering to manufacturing **site** and inventory **vendor** .

USE - For providing information about inventory amount and inventory ordering to manufacturing **site** and **vendor** .

ADVANTAGE - Saves labor since inventory management that involves large number of tasks is automated, operation cost is minimized. Provides real-time inventory management of supply at **site** , including comparative pricing and purchasing abilities. Sends information to **vendor** 's manufacturing schedule, forecast possible manufacturing based on historical, estimated future, or market data and indicators. Provides display of data in a useful format to a **vendor** , **customer** , and manufacturer.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the inventory management system.

Storage receivers (104)

Ginger R. DeMille

Amount indicators (108)
Control unit (114)
Inventory price source (126)
Store inventory (150)
Inventory amount (151)
Inventory **vendor** (200)
pp; 48 DwgNo 1/3|
DE- <TITLE TERMS> INVENTORY; MANAGEMENT; SYSTEM; INFORMATION; INVENTORY;
AMOUNT; INVENTORY; ORDER; MANUFACTURE; **SITE** ; VENDING|
DC- Q35; T01|
IC- <MAIN> B65G-061/00; G06F-017/60|
IC- <ADDITIONAL> G05B-019/418; G06F-019/00|
MC- <EPI> T01-J05A2; T01-S02|
FS- EPI; EngPI||

19/4/2 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2005 Thomson Derwent. All rts. reserv.

IM- *Image available*
AA- 1995-090643/199512|
XR- <XRPX> N95-071704|
TI- Automated retail checkout system - has at least one scanning checkout
terminal and payment checkout terminal in checkout lanes each being in
communication with **central processor** |
PA- HUMBLE D R (HUMB-I)|
AU- <INVENTORS> HUMBLE D R|
NC- 056|
NP- 003|
PN- WO 9504491 A1 19950216 WO 94US8880 A 19940805 199512 B|
PN- AU 9474820 A 19950228 AU 9474820 A 19940805 199524
PN- US 5494136 A 19960227 US 93102632 A 19930805 199614
<AN> US 95463004 A 19950605|
AN- <LOCAL> WO 94US8880 A 19940805; AU 9474820 A 19940805; US 93102632 A
19930805; US 95463004 A 19950605|
AN- <PR> US 93102632 A 19930805; US 95463004 A 19950605|
CT- US 4676343; US 4779706; US 4792018; US 4940116; US 4964053; US 5115888;
US 5168961|
FD- WO 9504491 A1 A47F-009/04
<DS> (National): AM AU BB BG BR BY CA CN CZ FI GE HU JP KG KP KR KZ LK
LT LV MD MG MN NO NZ PL RO RU SI SK TJ TT UA UZ VN
<DS> (Regional): AT BE CH DE DK ES FR GB GR IE IT KE LU MC MW NL OA PT
SD SE
FD- AU 9474820 A A47F-009/04 Based on patent WO 9504491
FD- US 5494136 A A47F-009/04 Cont of application US 93102632|
LA- WO 9504491(E<PG> 24); US 5494136(8)|
DS- <NATIONAL> AM AU BB BG BR BY CA CN CZ FI GE HU JP KG KP KR KZ LK LT LV
MD MG MN NO NZ PL RO RU SI SK TJ TT UA UZ VN|
DS- <REGIONAL> AT; BE; CH; DE; DK; ES; FR; GB; GR; IE; IT; KE; LU; MC; MW;
NL; OA; PT; SD; SE|
AB- <BASIC> WO 9504491 A

The system includes scanning terminals (24) operable by either
customers or store personnel, and payment terminals (28) which service
a number of scanning terminals. The scanning terminal communicates with
a **central processor** (22) for determining prices from the coded
identities of products.

Electronic payment (68) can be optionally accepted at the scanning
terminal, or a transaction is opened there and closed when payment is
accepted at a payment terminal, also coupled to the **central
processor** . Video monitoring (42) allows the image of the products
being scanned to be compared with the image expected from their scanned
code, for identifying any discrepancy.

ADVANTAGE - Faster checkout of **shoppers** than conventional system
and also allows **shoppers** to carry out self checkout.

Dwg.1/2|

AB- <US> US 5494136 A

An automated retail checkout system, comprising:

at least one scanning checkout terminal for **location** at a checkout lane, including a scanner operable to read product identity information from coded labels on products presented for purchase;

a **central processor** coupled to the scanning checkout terminal, the **central processor** being coupled for data communication with the scanning checkout terminal, the **central processor** including a memory indexing price information with the product identity information, the **central processor** and the scanning terminal being operable in conjunction to accumulate a transaction total from a series of said products presented for purchase;

at least one of each of an attached payment checkout terminal and a remotely located payment checkout terminal also coupled in data communication with the **central processor**, each of the attached and the remotely located payment checkout terminals being operable to effect financial transactions including acceptance of payment for transactions initiated at the scanning checkout terminal, wherein the scanning checkout terminal is operable by **customers** and by store personnel, and the attached payment checkout terminal and the remotely located payment checkout terminal accept each payment and are operable by store personnel only;

at least one video output device operable by store personnel, the video output device being coupled to a video input device at the scanning checkout station, and wherein a service terminal is coupled in data communication with the **central processor** and operable by said store personnel to input at least **one** of **price** and identity information for a product presented for purchase at the scanning checkout terminal; and

a bagging receptacle at the scanning checkout terminal and a transport for moving products from the scanner to the bagging receptacle.

Dwg.1/2|

DE- <TITLE TERMS> AUTOMATIC; RETAIL; CHECKOUT; SYSTEM; ONE; SCAN; CHECKOUT; TERMINAL; PAY; CHECKOUT; TERMINAL; CHECKOUT; LANE; COMMUNICATE; CENTRAL ; PROCESSOR|

DC- P27; T05|

IC- <MAIN> A47F-009/04|

MC- <EPI> T05-L01A; T05-L01C; T05-L01D; T05-L02|

FS- EPI; EngPI||

19/4/3 (Item 1 from file: 344)

DIALOG(R)File 344:Chinese Patents Abs

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4321300

PRICE INQUIRY METHOD FOR ELECTRONIC TRANSACTION

Abstract: A price inquiry method for electronic transaction includes such steps as advancing the first price-inquiring data to the product provider for particular product by a buyer, receiving said first data by said provider and determining if the transaction can be conducting, providing the first price to the buyer by the product provider, receiving the first price by the buyer and determining if the first price can be receipted or advancing another price-inquiring data, and repeating said steps until the transaction is completed or cancelled.

19/4/4 (Item 1 from file: 347)

FN- DIALOG(R)File 347:JAPIO|

CZ- (c) 2005 JPO & JAPIO. All rts. reserv.|

TI- AUCTION SYSTEM AND AUCTION MANAGEMENT SERVER

PN- 2004-171265 -JP 2004171265 A-

PD- June 17, 2004 (20040617)

AU- AOYANAGI YOSHIRO; MIYAKE MICHIIHIRO

PA- FUJI PHOTO FILM CO LTD

AN- 2002-336299 -JP 2002336299-
AN- 2002-336299 -JP 2002336299-
AD- November 20, 2002 (20021120)
G06F-017/60; H04N-005/225

AB- PROBLEM TO BE SOLVED: To provide an auction system which carries out transactions on an imaging device at a fair price commensurable to its quality, and also provide an auction management server. SOLUTION: The auction system comprises a **seller** side terminal 104 which a **seller** of a digital camera 10 operates, a **buyer** side terminal 106 which a **buyer** of the digital camera 10 operates and an auction management server 102 which is connected to the **seller** side terminal 104 and the **buyer** side terminal 106 via the Internet 108. On the basis of quality data 80 on the quality of the digital camera 10 stored in the flash ROM 50 of the digital camera 10, the price computation part 222 of the auction management server 102 computes an auction **start price**, and the Web **site** management part 220 of the auction management server 102 presents the auction **start price** computed by the price computation part 222 and the quality data 80 of the digital camera 10 to the **buyer** side terminal 106. COPYRIGHT: (C)2004, JPO

19/4/5 (Item 2 from file: 347)

FN- DIALOG(R)File 347:JAPIO|
CZ- (c) 2005 JPO & JAPIO. All rts. reserv. |
TI- JOINT PURCHASE AND BID MATCHING SYSTEM
PN- 2002-297977 -JP 2002297977 A-
PD- October 11, 2002 (20021011)
AU- DOMICHI MINORU
PA- NET COM KK
AN- 2001-139334 -JP 2001139334-
AN- 2001-139334 -JP 2001139334-
AD- April 02, 2001 (20010402)
G06F-017/60

AB- PROBLEM TO BE SOLVED: To provide an **intermediary** system characterized in that it introduces a **seller** by a means of bidding to common **consumers** trying to purchase a commodity by a procedure of joint purchase on the Internet. SOLUTION: A registered **consumer** identified by a registered **consumer** authenticating means 11 using a home page of a management center 4 as an interface posts a commodity desired to purchase by a joint purchase posting means 14, invites joint **purchasers**, and posts a **start price**. A joint purchase participation applicant browsing this ID finished in registration and participates in the joint purchase. When joint **purchasers** reach capacity, registered **sellers** identified by a registered bid **seller** authenticating means 13 start a bid by a bid managing means 15 and a bidding situation is posted real time on the home page of the management center 4. A **seller** presenting a minimum price within a specified period wins the bid, and information is sent to the registered **consumer**, joint **purchasers** and the winning **seller** by a joint purchase/bid matching means 16. COPYRIGHT: (C)2002, JPO

19/4/6 (Item 3 from file: 347)

FN- DIALOG(R)File 347:JAPIO|
CZ- (c) 2005 JPO & JAPIO. All rts. reserv. |
TI- RECYCLE **SHOP** SYSTEM USING INTERNET
PN- 2002-150078 -JP 2002150078 A-
PD- May 24, 2002 (20020524)
AU- SUGIYAMA KIYOSHI
PA- WE CAN INTERNATIONAL KK
AN- 2000-343088 -JP 2000343088-
AN- 2000-343088 -JP 2000343088-
AD- November 10, 2000 (20001110)
G06F-017/60

AB- PROBLEM TO BE SOLVED: To provide a recycle **shop** system using the

Internet capable of selling and buying articles for recycle at a nearly reasonable price to an offerer and a **purchaser** by automatically lowering the sales price step by step within the preset range with the lapse of time. SOLUTION: An order receiving processing system 12 makes an order receiver server receive a request from a member to sell an unnecessary article, and records the content of a commodity and a sales **initial price** offered by the member. A price processing system 13 computes the unfixed sales price to be lowered per the predetermined period on the basis of the sales **initial price**. A selling and purchase processing system 14 displays the content of the commodity with a sales **initial price** and the unfixed sales price. An accounting processing system 15 performs the accounting of the sales charges between the **purchaser** and a store **provider** and between the store **provider** and a commodity offering member. A delivery processing system 16 sends the commodity to the **purchaser**. The **purchaser** can purchase the commodity while waiting till the sales price is lowered to a reasonable price. COPYRIGHT: (C)2002,JPO

19/4/7 (Item 4 from file: 347)

FN- DIALOG(R)File 347:JAPIO|

CZ- (c) 2005 JPO & JAPIO. All rts. reserv. |

TI- TRANSACTION MEDIATION SYSTEM, PRINT MEDIATION SYSTEM USING THE
TRANSACTION MEDIATION SYSTEM AND TRANSACTION MEDIATION NETWORK
GENERATION METHOD

PN- 2001-222584 -JP 2001222584 A-

PD- August 17, 2001 (20010817)

AU- YOSHIDA MASATO; KAWAI TAKASHI

PA- OMRON CORP; KAWAI PRO KK

AN- 2000-035629 -JP 200035629-

AN- 2000-035629 -JP 200035629-

AD- February 08, 2000 (20000208)

G06F-017/60

AB- PROBLEM TO BE SOLVED: To provide a transaction mediation system and a print mediation system by which the commodities (printed matters) of high quality are supplied at suppressed price despite a small quantity of them ordered from a **user**. SOLUTION: When the printed matters are ordered from a print mediation center to a print **dealer** or from a **shop** to the print mediation center, the print mediation center mediates the ordering of printed matters between the **shop** and the print **dealer** in accordance with the 1st and 2nd transaction price tables as long as at least plural shops based on the 2nd transaction price table exist and also the transaction price per unit quantity of printed matters based on the **1st transaction price** list is lower than the transaction price per unit quantity of printed matters based on the 2nd transaction price table. COPYRIGHT:
(C)2001,JPO

19/4/8 (Item 5 from file: 347)

FN- DIALOG(R)File 347:JAPIO|

CZ- (c) 2005 JPO & JAPIO. All rts. reserv. |

TI- SELF PRICING

PN- 2001-076034 -JP 2001076034 A-

PD- March 23, 2001 (20010323)

AU- KAMEI KOJI

PA- KAMEI KOJI

AN- 11-292749 -JP 99292749-

AN- 11-292749 -JP 99292749-

AD- September 07, 1999 (19990907)

G06F-017/60

AB- PROBLEM TO BE SOLVED: To appropriately decide information cost in information circulation according to the value judgment of an information **purchaser** by permitting the information **purchaser** to decide on information cost with respect to information **supplied**

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through a **network** . SOLUTION: Information **content** of information price **supplied** by an information **supplier** is recognized, and price is decided. The price of information **supply** through a conventional **network** is decided by a **supplier** , and the information **purchaser** is frequently unsatisfied with the price. Supply price is decided for information at first at purchasing of information, but the information **purchaser** recognizes the information content and can decide final purchase cost in self pricing Namely, the information **supplier** sells information at purchasing price that the information **purchaser** decides during a specified period and the information **purchaser** purchases information at the **first** supply **price** after the specified period is terminated in information **supply** through the **network** . COPYRIGHT: (C)2001,JPO

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? show files;ds

File 15:ABI/Inform(R) 1971-2005/Mar 29
 (c) 2005 ProQuest Info&Learning
 File 16:Gale Group PROMT(R) 1990-2005/Mar 29
 (c) 2005 The Gale Group
 File 148:Gale Group Trade & Industry DB 1976-2005/Mar 29
 (c) 2005 The Gale Group
 File 160:Gale Group PROMT(R) 1972-1989
 (c) 1999 The Gale Group
 File 275:Gale Group Computer DB(TM) 1983-2005/Mar 29
 (c) 2005 The Gale Group
 File 621:Gale Group New Prod.Annou.(R) 1985-2005/Mar 29
 (c) 2005 The Gale Group
 File 9:Business & Industry(R) Jul/1994-2005/Mar 28
 (c) 2005 The Gale Group
 File 20:Dialog Global Reporter 1997-2005/Mar 29
 (c) 2005 The Dialog Corp.
 File 476:Financial Times Fulltext 1982-2005/Mar 29
 (c) 2005 Financial Times Ltd
 File 610:Business Wire 1999-2005/Mar 29
 (c) 2005 Business Wire.
 File 613:PR Newswire 1999-2005/Mar 29
 (c) 2005 PR Newswire Association Inc
 File 634:San Jose Mercury Jun 1985-2005/Mar 28
 (c) 2005 San Jose Mercury News
 File 636:Gale Group Newsletter DB(TM) 1987-2005/Mar 29
 (c) 2005 The Gale Group
 File 810:Business Wire 1986-1999/Feb 28
 (c) 1999 Business Wire
 File 813:PR Newswire 1987-1999/Apr 30
 (c) 1999 PR Newswire Association Inc
 File 13:BAMP 2005/Mar W3
 (c) 2005 The Gale Group
 File 75:TGG Management Contents(R) 86-2005/Mar W3
 (c) 2005 The Gale Group
 File 95:TEME-Technology & Management 1989-2005/Feb W3
 (c) 2005 FIZ TECHNIK

| Set | Items | Description |
|-----|---------|---|
| S1 | 2186 | (NEGOTIAT? OR AUCTION? OR BARTER?)(6N)(INITIAL OR FIRST OR BEGIN? OR START? OR 1ST OR ORIGINAL OR BASE)()PRICE |
| S2 | 5811 | (NEGOTIAT? OR AUCTION? OR BARTER?)(15N)(INITIAL OR FIRST OR BEGIN? OR START? OR 1ST OR ORIGINAL OR BASE)()(PRICE? ? OR B-ID? ?) |
| S3 | 756817 | (ACCEPT? OR YES OR APPROV? OR OKAY? OR OK OR GOOD OR BEST - OR WINNING)(5N)(OFFER? ? OR BID? ?) |
| S4 | 5475305 | FEEDBACK OR FEED()BACK OR TREND OR TRENDS OR PATTERN? ? |
| S5 | 158 | S2 AND S3 AND S4 |
| S6 | 51 | S5 NOT PY>1999 |
| S7 | 43 | RD (unique items) |
| S8 | 6321 | PRICE()SETTING |
| S9 | 196280 | (MASTER OR CENTRAL OR MAIN OR CHIEF OR PRIMARY OR PRIME OR PRINCIPAL OR MAJOR OR LEAD OR PRINCIPAL)(2W)(CONTROLLER? OR P-ROCESSOR? ? OR COMPUTER? ? OR CPU OR SERVER? OR HOST? ?) |
| S10 | 20 | S8 AND S9 |
| S11 | 13 | S4 AND S10 |
| S12 | 12 | S11 NOT PY>1999 |
| S13 | 11 | RD (unique items) |
| S14 | 361764 | (SETTING OR SET OR SETS OR OPTIMIZ? OR OPTIMIS? OR ALLOCAT- ?)(5N)(PRICE? ? OR PRICING) |
| S15 | 21099 | (BASED OR DEPEND? OR BECAUSE)(1W)S4 |
| S16 | 419 | S14 AND S15 |
| S17 | 13 | S14(15N)S15 |
| S18 | 4 | S17 NOT PY>1999 |
| S19 | 4 | RD (unique items) |
| S20 | 134098 | DETERMIN?(5N)(PRICE? ? OR PRICING) |
| S21 | 3 | S15(5N)S20 |

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S22 478983 S14 OR S20
S23 200493 (S22 OR PRICING) (8N) (ONLINE OR ON() LINE OR CYBERSPACE OR C-
YBER OR VIRTUAL OR ELECTRONIC OR DIGITAL OR E OR NETWORK OR L-
AN OR WAN OR INTRANET OR INTERNET OR AUTOMAT? OR S9)
S24 8543 (S15 OR SALES) (10N) S23
S25 420 S24(10N) (OFFER? ? OR BID? ?)
S26 198 S25 NOT PY>1999
S27 90 RD (unique items)
? t27/3,k/all

27/3,K/1 (Item 1 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)
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01960309 46777951

Ford and Priceline: Don't make consumers bid for new cars online

Dugan, Sean M
InfoWorld v21n48 PP: 74 Nov 29, 1999
ISSN: 0199-6649 JRNL CODE: IFW
WORD COUNT: 631

...TEXT: a bad idea. Stop now. Figure out how lean your margins can get,
and just **set** the **price** . **Offer** local dealers incentives for **online**
sales ; then coordinate the network. A dealer can ask what it wants offline
- we hit the...

27/3,K/2 (Item 2 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)
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01900586 05-51578

Subscription model touted for remote Net management

Copeland, Lee; Tiazkun, Scott
Computer Reseller News n860 PP: 3, 8 Sep 20, 1999
ISSN: 0893-8377 JRNL CODE: CRN
WORD COUNT: 638

...TEXT: Utah, plans to offer Service Opportunity Kits to its top resellers
next month. The kits **offer** blueprints for establishing remote **network**
-management services, configuration charts, **pricing** models and **sales**
tactics, said Bill Wall, director of worldwide field and channel marketing
at Novell.

"VARs are...

27/3,K/3 (Item 3 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)
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01861227 05-12219

The Philadelphia story

Whitney, Sally
Best's Review (Life/Health) v100n3 PP: 68-73 Jul 1999
ISSN: 0005-9706 JRNL CODE: BIH
WORD COUNT: 2427

...TEXT: We refer to ourselves as the tallest midget," said Brad Wolff,
QualMed's director of **sales** , marketing and client services.

Wolff said QualMed has competitive **pricing** and products and a strong
network in the Philadelphia area. The company **offers** HMO and
point-of-service plans to individuals and employers. QualMed's strategy is
to...

27/3,K/4 (Item 4 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01852652 05-03644

The Dell-Boeing deal: The future of PC procurement

Gantz, John

Computerworld v33n27 PP: 34 Jul 5, 1999

ISSN: 0010-4841 JRNL CODE: COW

WORD COUNT: 559

...TEXT: de-installation, availability and reliability guarantees, customization, financing, service bundles and the quality of the sales force. **Bid pricing** will become much more **automatic**.

When we get to that point, I would expect to see a lot more single...

27/3,K/5 (Item 5 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01841326 04-92317

Merchant power plants: Project financing criteria

Rigby, Peter N

Journal of Project Finance v5n1 PP: 27-42 Spring 1999

ISSN: 1082-3220 JRNL CODE: JPFN

WORD COUNT: 10305

...TEXT: the following factors:

*How the market is structured;

*How competitors behave within the given structure (e.g., how they **determine** their **bid price** policy, **sales** promotion, etc.);

*The MPP's economics relative to actual and potential competitors; and

*Whether the...

27/3,K/6 (Item 6 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01576304 02-27293

Our friend electric

Smith, Dave Sumner

Marketing PP: 28-31 Jan 29, 1998

ISSN: 0025-3650 JRNL CODE: MAR

WORD COUNT: 1811

...TEXT: Traditional retailers are going to have to make things happen for them. Retailers selling only **online** don't have to worry about disrupting existing **pricing** arrangements or cannibalising **sales** from other outlets, and can also **offer** pricing incentives.

"But if traditional retailers stopped being so half-hearted and set to work ...

27/3,K/7 (Item 7 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00752728 94-02120

Firm announces new financial modules

Lisker, Peter

Network World v10n34 PP: 50 Aug 23, 1993

ISSN: 0887-7661 JRNL CODE: NWW

WORD COUNT: 506

...TEXT: inventory functions are tracked with this module, including setup, physical counts, converting purchase units to **sales** units and implementing **pricing** adjustments.

The Cash Management module **offers automatic** recording of cash disbursements and receipts. It can generate cash transaction and account balance reports...

27/3,K/8 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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07370948 Supplier Number: 59552792 (USE FORMAT 7 FOR FULLTEXT)

Making the grade.(merchant power plant financings)

Rigby, Peter N.

Project Finance, p37

Dec, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1978

... a MPPs cash flow will depend upon the following factors:

- * The market structure;
 - * Competitor behavior (e.g., how they **determine** their **bid price** policy, **sales** promotion, etc.);
 - * The MPPs economics relative to actual and potential competitors;
- and
- * Whether the market...

27/3,K/9 (Item 2 from file: 16)

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06857396 Supplier Number: 58113597 (USE FORMAT 7 FOR FULLTEXT)

Javelin Systems Subsidiary to Provide Complete Applications Service

Provider Solution to Leading East Coast Restaurant Chain.

Business Wire, p0016

Dec 9, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 659

... application service provider (ASP) offerings of enterprise applications and services including e-mail, project management, **sales** force automation, financial and data warehouse applications, and **e**-commerce we can **offer** prepackaged and pre-**priced** **set** of services, which makes it easier and more affordable for middle-market companies to turn...

27/3,K/10 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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06848849 Supplier Number: 58045703 (USE FORMAT 7 FOR FULLTEXT)

IBM Partners With Extricity Software To Deliver Business-To-Business

Integration Solutions.(Company Business and Marketing)

Ginger R. DeMille

EDGE: Work-Group Computing Report, pNA
Dec 6, 1999
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 500

... business integration leadership into B2B e-commerce. For Extricity, this is a tremendous opportunity to **offer** our software to new customers globally through IBM's worldwide **sales** force."

Pricing and Availability Extricity AllianceSeries B2B e-commerce software is available through IBM immediately. **Pricing** varies based on customer requirements.

IBM MQSeries, the most widely used message-queuing software on...

27/3,K/11 (Item 4 from file: 16)
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06807181 Supplier Number: 57569741 (USE FORMAT 7 FOR FULLTEXT)
Cardiff Software Adds eForms Warehouse and XML Capability to Internet Servers and Knowledge Management Applications.

PR Newswire, p4997

Nov 15, 1999

Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 826

... unlimited client seats and eForm publishing. For users who need to support advanced features, including **digital** signatures, Cardiff **offers** multi-seat **pricing** for Adobe Acrobat. Cardiff Software **sales** can be reached at www.Cardiff.com/Sales or by calling 760-936-4500.

About...

27/3,K/12 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06807180 Supplier Number: 57569740 (USE FORMAT 7 FOR FULLTEXT)
Adobe Acrobat Forms Integrated with XML Servers; Cardiff PDF+Forms Connects eForms Warehouses with Database, KM and XML Products.

PR Newswire, p4992

Nov 15, 1999

Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 722

... unlimited client seats and eForm publishing. For users who need to support advanced features, including **digital** signatures, Cardiff **offers** multi-seat **pricing** for Adobe Acrobat. Cardiff Software **sales** can be reached at www.Cardiff.com/Sales or by calling 760-936-4500.

About...

27/3,K/13 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06778329 Supplier Number: 57160175 (USE FORMAT 7 FOR FULLTEXT)
Dataquest identifies drivers behind e-commerce. (Internet/Web/Online Service Information)

Woods, Bob

Computing Canada, v25, n41, p12

Oct 29, 1999

Language: English Record Type: Fulltext

Ginger R. DeMille

Document Type: Magazine/Journal; Trade
Word Count: 247

... chain power to other distribution channels that suppliers may now be hesitant to initiate direct **sales** ;

* "Efficient commerce networks" manage a trading **network** that generally maintains existing supply chain relationships and **pricing** models, but that attacks industry inefficiencies, Dataquest said;

* "Dynamic marketplaces" **offer** commerce models like auctions and requests for proposals made through the marketplace.
E-market makers...

27/3,K/14 (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06773290 Supplier Number: 57056907 (USE FORMAT 7 FOR FULLTEXT)
New Vendor Takes Aim At Front-Office Integration -- Berkeley Helps Sales And Marketing Divisions Communicate With Customers. (Company Business and Marketing)
Greenemeier, Larry
InformationWeek, p117
Nov 1, 1999
Language: English Record Type: Fulltext
Document Type: Tabloid; General Trade
Word Count: 264

Formed in April, Berkeley **offers** its TeleWeb telephony, SalesWeb **sales** -force **automation** , MarketWeb marketing, and IntelliWeb integration services. **Pricing** is based on a fixed fee or a time-and-materials model, depending on a...

27/3,K/15 (Item 8 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06722018 Supplier Number: 56260536 (USE FORMAT 7 FOR FULLTEXT)
Dataquest Identifies Drivers Of E-Commerce 10/12/99.
Woods, Bob
Newsbytes PM, pNA
Oct 12, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 692

... power to other channels of distributors that suppliers may now be hesitant to initiate direct **sales** .

- "Efficient commerce networks" manage a trading **network** that generally maintains existing supply chain relationships and **pricing** models, but it attacks industry inefficiencies, Dataquest said.

- "Dynamic marketplaces" **offer** commerce models like auctions and requests for proposals made through the marketplace.
E-market makers...

27/3,K/16 (Item 9 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06646843 Supplier Number: 55793359 (USE FORMAT 7 FOR FULLTEXT)
New Frontier: VARs, vendors benefit -- Subscription Model Touted For Remote Net Management. (Industry Trend or Event)
Copeland, Lee; Tiazkun, Scott
Computer Reseller News, p3

Sept 20, 1999

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 638

... Utah, plans to offer Service Opportunity Kits to its top resellers next month. The kits **offer** blueprints for establishing remote **network** -management services, configuration charts, **pricing** models and **sales** tactics, said Bill Wall, director of worldwide field and channel marketing at Novell.

"VARs are...

27/3,K/17 (Item 10 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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06633917 Supplier Number: 55746981 (USE FORMAT 7 FOR FULLTEXT)

Virgin Pulls Out All Stops For Bowie Set.

FLICK, LARRY

Billboard, v111, n37, p19

Sept 11, 1999

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General
Word Count: 1202

... public interest in the project, which is fine," he says, noting the expectation that the **online** buzz will help spark offline **sales**.

Retailers will **set** their own **prices** for the downloaded album; most are expected to **offer** it at a comparable level to the in-store version.

The music from "hours ..." will...

27/3,K/18 (Item 11 from file: 16)

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06545997 Supplier Number: 55377163 (USE FORMAT 7 FOR FULLTEXT)

COMPUTER COMPANY UPGRADES ITS FIELDS OF EXPERTISE. (Jade Systems

Corp.) (Statistical Data Included)

angel, karen

Crain's New York Business, p24

August 2, 1999

Language: English Record Type: Fulltext
Article Type: Statistical Data Included
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 637

... becoming more important than ever as falling computer prices prompt manufacturers to bypass middlemen and **offer** special **pricing** deals directly to customers. And the rise of **electronic** commerce has meant yet another competing **sales** channel.

As a **sales** manager for other resellers for years, Ms. Milner knew what she was getting into when...

27/3,K/19 (Item 12 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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06421333 Supplier Number: 54931402 (USE FORMAT 7 FOR FULLTEXT)

TOO MANY SALES ARE SLIPPING THROUGH THE NET, DEALERS TOLD.

Reporter, DONNA HARRIS Staff

Automotive News, p22

June 14, 1999

Ginger R. DeMille

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 223

... of online prospects buy vehicles when dealers follow up within four hours.

Hire a dedicated **sales** force for **Internet** inquiries.
Offer set, competitive **prices** up front. Convenience-oriented **online** customers want some idea of how much a vehicle will cost early in the transaction...

27/3,K/20 (Item 13 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06268753 Supplier Number: 54374082 (USE FORMAT 7 FOR FULLTEXT)

VIDEO NOTES.

Video Week, v20, n15, pNA

April 12, 1999

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1333

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...retailer DVD Empire proclaimed success for its new "Everyday Low Prices" initiative in which it **offers** 30% discount on most titles at all times. Company began **sales** initiative in response to below-cost **pricing** on individual titles used by some **Internet** retailers on short-term basis during 1998 holiday **sales** season. DVD Empire implemented policy March 22 and said it sold record 2,218 discs...

27/3,K/21 (Item 14 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06169466 Supplier Number: 54006119 (USE FORMAT 7 FOR FULLTEXT)

IBNL's Virtual Source Network Enters Into Strategic Alliance With Analytics, Inc.

Business Wire, p0052

March 4, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 738

... competitive bids on a variety of goods and services. Sellers use the network to enhance **sales** opportunities and to provide product and **pricing** information to major corporate customers.

Secondly, IBNL **offers Virtual** Source Publisher (VSP), its do-it-yourself Web site builder. The company's Virtual SOURCE...

27/3,K/22 (Item 15 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

06153400 Supplier Number: 53948523 (USE FORMAT 7 FOR FULLTEXT)

******Compaq Suspends Some Online Sales 02/23/99.**

Newsbytes, pNA

Feb 23, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; General Trade

Word Count: 482

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...resellers. While most resellers buy large numbers of PCs at once and maintain inventory, the **online** outfits can **offer** up to the minute **pricing** and simply forward orders to the distributors. "Clearly, the **online sales** got away from Compaq in terms of who was selling at what price," said Steven...

27/3,K/23 (Item 16 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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06144767 Supplier Number: 53920345 (USE FORMAT 7 FOR FULLTEXT)

Virtual Source Network Internet Workshop Overbooked; ourschoolsite.com

Launch Well Received.

Business Wire, p0259

Feb 22, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 621

... competitive bids on a variety of goods and services. Sellers use the network to enhance **sales** opportunities and to provide product and **pricing** information to major corporate customers.

Secondly, IBNL **offers Virtual Source Publisher (VSP)**, its do-it-yourself Web site builder. The company's Virtual SOURCE...

27/3,K/24 (Item 17 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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06107088 Supplier Number: 53689088 (USE FORMAT 7 FOR FULLTEXT)

Online Assault -- Will the 'New Breed' of Internet Resellers Kill Your Business? -- Distributors and VARs disagree over potential threat

Internet retailers pose for traditional resellers.(Internet/Web/Online Service Information)

Franse, Karen

VARbusiness, v15, n3, p14(1)

Feb 1, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 596

... an equity position in the new online businesses.

No Special Treatment

The distributor does not **offer Internet** resellers preferential **pricing**, says Tim Curran, senior vice president of **sales** for Tech Data, Clearwater, Fla. Ingram Micro's president and COO, Jeff Rodek, made a...

27/3,K/25 (Item 18 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05981380 Supplier Number: 53330529 (USE FORMAT 7 FOR FULLTEXT)

HP Targets Financial Services With Aggressive

Customer-Relationship-Management Initiative; HP and Partners Push Rapid Deployment to Gain Early Success.

Business Wire, p0105

Dec 2, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 599

Ginger R. DeMille

- ... suite of business solutions, including
customer valuation, customer risk management, and customer
marketing management.
- Oracle -- **offers** solutions in profitability and risk analysis,
transfer **pricing**, financial accounting, call-center management,
sales -force **automation** and electronic commerce.
- Prime Response -- provides software for automated campaign
management and advanced marketing strategies...

27/3,K/26 (Item 19 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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05723818 Supplier Number: 50199565 (USE FORMAT 7 FOR FULLTEXT)
**Equis International Announces the Release of MetaStock Professional for DBC
Signal; Real-Time Technical Analysis Software for Serious Investors.**
Business Wire, p07271240
July 27, 1998
Language: English Record Type: Fulltext
Article Type: Article
Document Type: Newswire; Trade
Word Count: 1252

... 801/265-8886 or 800/882-3040, via fax at 801/265-3999, or via e
-mail at **sales**@equis.com. Special **pricing** is available for current
users of MetaStock.

Following the introductory **offer**, MetaStock Professional will retail
for \$1,495 (USD). More information and online ordering are available...

27/3,K/27 (Item 20 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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05653808 Supplier Number: 50110048 (USE FORMAT 7 FOR FULLTEXT)
**Interactive Buyers Network International Ltd. Unveils the Total Web-based
Commerce Solution.**
Business Wire, p6240066
June 24, 1998
Language: English Record Type: Fulltext
Article Type: Article
Document Type: Newswire; Trade
Word Count: 317

... enhance business-to-business electronic commerce. Buyers use the
Virtual SOURCE Network to obtain competitive **bids** in response to RFQs.
Sellers use the Virtual SOURCE **Network** to enhance **sales** opportunities
and provide product and **pricing** information to customers.

The system operates through modem or Internet access. Users of the
system...

27/3,K/28 (Item 21 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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05611234 Supplier Number: 48489971 (USE FORMAT 7 FOR FULLTEXT)
Home Depot Subscribes to Virtual Source for Internet Commerce
PR Newswire, p0518LAM054
May 18, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 257

... business-to-business electronic commerce. Buyers use the Virtual SOURCE(TM) network to obtain competitive **bids** in response to RFQs. Sellers use the Virtual SOURCE(TM) **network** to enhance **sales** opportunities and provide product and **pricing** information to customers. The system operates through modem or Internet access. Users of the system ...

27/3,K/29 (Item 22 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05597625 Supplier Number: 48471220 (USE FORMAT 7 FOR FULLTEXT)

TCG CERFnet Unveils Industry's First Internet, Data Services Specifically for VARs.

Business Wire, p5070057

May 7, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 512

... Extranet services as well as Web, voice, data and video services. In addition, TCG CERFnet **offers** expanded technical support, priority e-mail access and response, and special demonstration/evaluation **pricing**.

Resellers can also benefit from **sales** and support training as well as the collateral materials, promotional event/conference support and lead ...

27/3,K/30 (Item 23 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05570338 Supplier Number: 48435536 (USE FORMAT 7 FOR FULLTEXT)

McDonald's Corporation for California joins Virtual Source(TM)

PR Newswire, p0420LAM036

April 20, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 412

... business-to-business electronic commerce. Buyers use the Virtual SOURCE(TM) network to obtain competitive **bids** in response to RFQs. Sellers use the Virtual SOURCE(TM) **network** to enhance **sales** opportunities and provide product and **pricing** information to customers. The system can be operated through modem or Internet access. Users of...

27/3,K/31 (Item 24 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05541318 Supplier Number: 48400422 (USE FORMAT 7 FOR FULLTEXT)

Nortel (Northern Telecom) Systems Chosen by EconoPhone to Expand Domestic and International Network

PR Newswire, p402T0002

April 2, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 730

... 1990 with strong emphasis on technological innovation and low cost structuring that enable EconoPhone to **offer** competitive **pricing** while maintain outstanding quality. EconoPhone's aggressive **network** expansion includes network, operations and **sales** offices in 14 cities in the U.S.

and Europe with operating agreements that reach...

27/3,K/32 (Item 25 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)
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05498540 Supplier Number: 48332275 (USE FORMAT 7 FOR FULLTEXT)
**Interactive Buyers Network International, Ltd. Announces Technicolor(TM)
Video Services Subscribes to Virtual Source(TM) to Take Advantage of New
Electronic Payment Features**
PR Newswire, p0302LAM015
March 2, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 511

... business-to-business electronic commerce. Buyers use the Virtual
SOURCE(TM) network to obtain competitive **bids** in response to RFQs.
Sellers use the Virtual SOURCE(TM) **network** to enhance **sales**
opportunities and provide product and **pricing** information to customers.
The system can be operated through modem or Internet access. Users of...

27/3,K/33 (Item 26 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)
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05454380 Supplier Number: 48269123 (USE FORMAT 7 FOR FULLTEXT)
**Interactive Buyers Network International, Ltd. Announces Big A Auto Parts
and Southland Lumber Subscribe To Virtual Source(TM) Network**
PR Newswire, p0202LAM006
Feb 2, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 440

... business-to-business electronic commerce. Buyers use the Virtual
SOURCE(TM) network to obtain competitive **bids** in response to RFQs.
Sellers use the Virtual SOURCE(TM) **network** to enhance **sales**
opportunities and provide product and **pricing** information to customers.
The system can be operated through modem or Internet access. Users of...

27/3,K/34 (Item 27 from file: 16)

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05374881 Supplier Number: 48173513 (USE FORMAT 7 FOR FULLTEXT)
**Interactive Buyers Network International, Ltd. Announces CBS Television
City, Castle Metals & Parsons Airgas Subscribe to Virtual SOURCE(TM)
Network**
PR Newswire, p1211LATH018
Dec 11, 1997
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 406

... business-to-business electronic commerce. Buyers use the Virtual
SOURCE(TM) network to obtain competitive **bids** in response to RFQs.
Sellers use the Virtual SOURCE(TM) **network** to enhance **sales**
opportunities and provide product and **pricing** information to customers.
The system can be operated through modem or Internet access. Users of...

27/3,K/35 (Item 28 from file: 16)

Ginger R. DeMille

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05365085 Supplier Number: 48159402 (USE FORMAT 7 FOR FULLTEXT)
**Interactive Buyers Network International, Ltd. Plans to Retire 1,000,000
Shares of Common Stock; Reports Nine Month Results; Adds Georgia-Pacific
to Growing List Of Subscribers**

PR Newswire, p1203LAW018

Dec 3, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 617

... business-to-business electronic commerce. Buyers use the Virtual
SOURCE(TM) network to obtain competitive **bids** in response to RFQs.
Sellers use the Virtual SOURCE(TM) **network** to enhance **sales**
opportunities and provide product and **pricing** information to customers.
The system can be operated through modem or Internet access. Users of...

27/3,K/36 (Item 29 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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05288158 Supplier Number: 48053341 (USE FORMAT 7 FOR FULLTEXT)

Channel Plays Major Role In Netscape Enterprise Strategy

Ostertag, Krista

VARbusiness, p269

Oct 15, 1997

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 651

... a new extranet for partner members called Netscape Insight, to
eventually replace Partner Pavilion, will **offer** gated access to **online**
sales tools, training, support, software, and product and **pricing**
information. No matter how you look at it, those changes all add up to
increased...

27/3,K/37 (Item 30 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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05285416 Supplier Number: 48049661 (USE FORMAT 7 FOR FULLTEXT)

**Interactive Buyers Network International, Ltd. Announces Warner Brothers
and Great Western Malting Subscribe To Virtual SOURCE(TM) Network**

PR Newswire, p1013LAM004

Oct 13, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 422

... business-to-business electronic commerce. Buyers use the Virtual
SOURCE(TM) network to obtain competitive **bids** in response to RFQs.
Sellers use the Virtual SOURCE(TM) **network** to enhance **sales**
opportunities and provide product and **pricing** information to customers.
The system can be operated through modem or Internet access. Users of...

27/3,K/38 (Item 31 from file: 16)

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04688137 Supplier Number: 46900398 (USE FORMAT 7 FOR FULLTEXT)

PCS Cos. Begin Jamming Market

Multichannel News, p6
Nov 18, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1117

... PCS in New York. In a news conference last Thursday, CEO George Schmitt said the **sales** pitch starts with call privacy and security (through **digital** encryption) and simplified **pricing** with no long-term contracts.

Omnipoint's GSM system also **offers** a raft of features such as paging, information services and voice mail. Schmitt said he...

27/3,K/39 (Item 32 from file: 16)
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04653347 Supplier Number: 46845920 (USE FORMAT 7 FOR FULLTEXT)

Heat Treaters Step Into Computer Age

Metal Heat Treating, p40

Nov, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 656

... a level of control that they could not achieve with their past system. The software **offers** automatic process assignment on repeat orders, **automatic** certifications, tight control on shipments, a multitude of **pricing** methods, **automatic** billing of repeat orders, **sales** analysis, and an integrated accounts receivable.

'Speed, accuracy, and control is what Visual Shop is...

27/3,K/40 (Item 33 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04240246 Supplier Number: 46208098

Envoy - Company Report

Investext, p1-18

March 7, 1996

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Trade

ABSTRACT:

...report: Stock Price/Earnings Data 1995-97; Envoy's Network Of Payor Connections; Envoy's **Network** Of Provider Connections; Transactions/**Pricing** ; Envoy **Sales** And Earnings Model 1990-97 The INVESTEXT database **offers** the full text of this report online (RN=1706935). To order printed copies, CALL (800...

27/3,K/41 (Item 34 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04014418 Supplier Number: 45833008 (USE FORMAT 7 FOR FULLTEXT)

Ameritech's Home-Page Alternative

CommunicationsWeek, p8

Oct 2, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 366

... Web Home Pages

Ginger R. DeMille

Ameritech's Electronic Sales Environment (ESE)
* Uses General Electric Information Services' server
* **Offers** single source **electronic sales**, product and **pricing**
information for product distributors and customers
* is offered outside Ameritech's operating area

27/3,K/42 (Item 35 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03869269 Supplier Number: 45555743
METRO-AREA TRAVEL AGENCIES: (Ranked by number of employees)
Mississippi Business Journal, p20
May 22, 1995
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:
...Road, Jackson emerging number one with a total of 100 employees,
handling annual airline ticket **sales** of \$75 million. The company **offers**
the first industry **on - line** fax service for flight information and
pricing. Second in the ranking is Avanti Travel of Lakeland Circle,
Jackson, with 42 employees. Avanti...

27/3,K/43 (Item 36 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

03285358 Supplier Number: 44530754 (USE FORMAT 7 FOR FULLTEXT)
CREATING A 'BUSINESS INTERNET'
InformationWeek, p15
March 21, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; General Trade
Word Count: 296

... offered the same applications on private networks.
Lotus and AT&T expect other vendors to **offer** applications such as
sales automation, inventory and **pricing** databases, and shared medical
databases. Lotus regards the deal as the first step in the...

27/3,K/44 (Item 37 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

03248097 Supplier Number: 44466846 (USE FORMAT 7 FOR FULLTEXT)
SOFTWARE DEVELOPER'S CO. TARGETS NICHE MARKETS WITH CD ROM CATALOG
Computer Marketing & Distribution Report, v3, n4, pN/A
Feb 28, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 479

... the CD ROM catalog on their PCs.
Internet
SDC publishes a software catalog on the **Internet -- On - Line**
Sourcebook. The **On - Line** Sourcebook **offers pricing** and product
information **online**, but requires customers to call SDC's 800-number for
sales. SDC hopes to **offer** transactions on the Internet within the next
year.

27/3,K/45 (Item 38 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

02219802 Supplier Number: 42893775 (USE FORMAT 7 FOR FULLTEXT)

Vendor touts low-cost PCs to VARs

Computer Reseller News, p164

April 6, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 310

... more than 100 VARs, both direct and through its eight regional distributors, Wolfe said.

Advanced **Digital** offers its VARs special market **pricing** for **sales** to select markets, including the government. The company also expects to get on the Government...

27/3,K/46 (Item 39 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

01579152 Supplier Number: 41938776 (USE FORMAT 7 FOR FULLTEXT)

Avnet debuts VAR program

Computer Reseller News, p67

March 18, 1991

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 575

... liason with a vendor, coordinate training and help create product literature and business plans.

Inside- **sales** representatives provide configuration assistance; quoting, **pricing** and **bid** assistance; hardware recommendations; **online** inventory and delivery information; and maintenance assistance.

AVAR also provides a toll-free technical hot...

27/3,K/47 (Item 40 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

01428636 Supplier Number: 41710010

New Developments in Sales Automation Software Markets: Major Market Trends

Research Studies-MIRC, pI;2+

Dec, 1990

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Trade

ABSTRACT:

...application. Forecasts are provided for each segment. Applications include: lead tracking and account management, telemarketing, **sales** analysis and forecasting, integrated **sales automation**, and miscellaneous niche applications including **pricing** and **bid** proposal development, travel and entertainment expense tracking, and territory management and alignment aids.

While almost...

27/3,K/48 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

11535834 SUPPLIER NUMBER: 57823336 (USE FORMAT 7 OR 9 FOR FULL TEXT)

NET PROPHET: Ford and Priceline: Don't make consumers bid for new cars online. (Humor) (Column)

Dugan, Sean M.
InfoWorld, 21, 48, 74
Nov 29, 1999
DOCUMENT TYPE: Column ISSN: 0199-6649 LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 664 LINE COUNT: 00051

... a bad idea. Stop now. Figure out how lean your margins can get, and just **set** the **price**. **Offer** local dealers incentives for **online sales**; then coordinate the network. A dealer can ask what it wants offline -- we hit the...

27/3,K/49 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

10876098 SUPPLIER NUMBER: 54036342 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Get ready, get set - go for it. (issues direct marketers must address)
Throckmorton, Joan
Direct, 11, 2, 107(2)
Feb, 1999
ISSN: 1046-4174 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 908 LINE COUNT: 00072

... customer or prospect can check out your competition almost instantly using one of the new **online pricing** operations (like PriceScan)? What will this do to pricing and **sales**? You might segment your **offer** or tie it in with relationship programs for customers. I think that as we surf...

27/3,K/50 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

10194370 SUPPLIER NUMBER: 20580861 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Interactive Buyers Network International, Ltd. Signs Letter of Intent To Acquire Wpg.Net; Completes Surrender of 1,000,000 Shares of Common Stock
PR Newswire, p511LAM007
May 11, 1998
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 547 LINE COUNT: 00050

... business-to-business electronic commerce. Buyers use the Virtual SOURCE(TM) network to obtain competitive **bids** in response to RFQs. Sellers use the Virtual SOURCE(TM) **network** to enhance **sales** opportunities and provide product and **pricing** information to customers. The system operates through modem or Internet access. Users of the system ...

27/3,K/51 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

10134571 SUPPLIER NUMBER: 20516636 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Commerce-ready Business to Business Internet Solution Announced by Interactive Buyers Network International, Ltd.
PR Newswire, p0422LAW055
April 22, 1998
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 530 LINE COUNT: 00049

... business-to-business electronic commerce. Buyers use the Virtual SOURCE(TM) network to obtain competitive **bids** in response to RFQs.

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Sellers use the Virtual SOURCE(TM) **network** to enhance **sales** opportunities and provide product and **pricing** information to customers. The system operates through modem or Internet access. Users of the system ...

27/3,K/52 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09811884 SUPPLIER NUMBER: 19920423 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Interactive Buyers Network International, Ltd. Announces Neiman-Reed & Terry Lumber Subscribe to Virtual Source(TM) Network
PR Newswire, p1027LAM023
Oct 27, 1997
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 432 LINE COUNT: 00041

... business-to-business electronic commerce. Buyers use the Virtual SOURCE(TM) network to obtain competitive **bids** in response to RFQs. Sellers use the Virtual SOURCE(TM) **network** to enhance **sales** opportunities and provide product and **pricing** information to customers. The system can be operated through modem or Internet access. Users of...

27/3,K/53 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09757403 SUPPLIER NUMBER: 19800930 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Interactive Buyers Network International, Ltd. Announces The Walt Disney Company and B.F. Goodrich Subscribe to Virtual SOURCE(TM) Network;
PR Newswire, p930LATU062
Sep 30, 1997
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 665 LINE COUNT: 00061

... business-to-business electronic commerce. Buyers use the Virtual SOURCE(TM) network to obtain competitive **bids** in response to RFQs. Sellers use the Virtual SOURCE(TM) **network** to enhance **sales** opportunities and provide product and **pricing** information to customers. The system can be operated through modem or Internet access. Users of...

27/3,K/54 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09727658 SUPPLIER NUMBER: 19753302 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Coffin Communications Group Selected as Investor Relations Counsel By Interactive Buyers Network International, Ltd.
PR Newswire, p915LAM011
Sep 15, 1997
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 417 LINE COUNT: 00041

... business-to-business electronic commerce. Buyers use the Virtual SOURCE(TM) network to obtain competitive **bids** in response to RFQs. Sellers use the Virtual SOURCE(TM) **network** to enhance **sales** opportunities and provide product and **pricing** information to customers. The system can be operated through modem or Internet access. Users of...

27/3,K/55 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

09652456 SUPPLIER NUMBER: 18933712 (USE FORMAT 7 OR 9 FOR FULL TEXT)
PCS cos. begin jamming market. (personal communications services)
Dawson, Fred
Multichannel News, v17, n47, p6(2)
Nov 18, 1996
ISSN: 0276-8593 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1201 LINE COUNT: 00097

... PCS in New York. In a news conference last Thursday, CEO George Schmitt said the **sales** pitch starts with call privacy and security (through **digital** encryption) and simplified **pricing** with no long-term contracts.

Omnipoint's GSM system also **offers** a raft of features such as paging, information services and voice mail. Schmitt said he

27/3,K/56 (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

08641051 SUPPLIER NUMBER: 18213042 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Digital presses eye the market of one.(includes related article on Adobe Systems' Supra architecture)
Sharples, Hadley
Graphic Arts Monthly, v68, n4, p42(5)
April, 1996
ISSN: 1047-9325 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 3298 LINE COUNT: 00262

... The company also extended its Roadshow Tour of how-to seminars and product demos and **offers** a 2-1/2 day workshop for **sales** and marketing professionals at **digital** printing operations to assist them with **pricing** and promotion strategies.

At IBM, Parker concurs with this approach. He says, "We believe vendors...

27/3,K/57 (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

08128998 SUPPLIER NUMBER: 17406023 (USE FORMAT 7 OR 9 FOR FULL TEXT)
12 reasons Internet projects fail.
Emery, Vince
Potentials in Marketing, v28, n8, p14(4)
August, 1995
ISSN: 0032-5619 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2654 LINE COUNT: 00210

... you sustain unit margins over time if competitors come in with lower prices? Can we **offer** lower prices on the **Internet** and higher prices elsewhere? How will you manage **pricing** conflicts with your other **sales** channels?

* How can you measure the impact of your Net projects on your existing distributors...

27/3,K/58 (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

07191222 SUPPLIER NUMBER: 15073738 (USE FORMAT 7 OR 9 FOR FULL TEXT)
ATM: N.E.T. & Interphase announce first two members of jointly-developed ATM adapter card family. (Network Equipment Technologies Inc.) (4615 SBUS

and 5215 VME64 modular adapter cards) (asynchronous transfer mode)

(Product Announcement)

EDGE, on & about AT&T, v9, n288, p26(1)

Jan 31, 1994

DOCUMENT TYPE: Product Announcement LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 625 LINE COUNT: 00052

... Mbps media module. The new cards can be ordered from N.E.T.'s direct **sales** organization and reseller **network** or through Interphase channels (check with Interphase for **pricing** in these channels).

The new ATM adapter cards **offer** customers a great deal of flexibility when used with N.E.T.'s ATM switch...

27/3,K/59 (Item 12 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

05592648 SUPPLIER NUMBER: 12460093 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The multiple listing service, commission splits, and broker effort.

Miceli, Thomas J.

Journal of the American Real Estate & Urban Economics Association, v19, n4 , p548(19)

Winter, 1991

ISSN: 0270-0484 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 6835 LINE COUNT: 00521

... may be willing to pay the listing broker a share of the commission in cooperative **sales** is to compensate her for providing services besides search (e.g., **price setting**, facilitating negotiations, etc.) that she may be able to **offer** at a discount due to economies of scope. (16) A referee described a firm in...

27/3,K/60 (Item 13 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

04823666 SUPPLIER NUMBER: 08855718 (USE FORMAT 7 OR 9 FOR FULL TEXT)

High technology at low prices. (upgrade equipment for business

microcomputers) (evaluation)

Nation's Business, v78, n9, p54(4)

Sept, 1990

CODEN: NBUSA DOCUMENT TYPE: evaluation ISSN: 0028-047X

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 3889 LINE COUNT: 00293

... phone number of the Radio Shack store or computer center in your area). Tandy computers **offer** a combination of a well-known brand name, competitive **pricing**, and a nationwide **sales** and service **network** via their Radio Shack stores. The 4016 SX, which is powered by a 16Mhz 80386SX ...

27/3,K/61 (Item 1 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

(c) 1999 The Gale Group. All rts. reserv.

02373442

CHEMICAL INDUSTRY NOTES TO BE ADDED ON STN INTERNATIONAL

News Release September 29, 1989 p. 1

...on December 3. Like the Printed form of CIN, available from Chemical Abstracts Service, CIN **online** will **offer** chemical business news related to production, **pricing**, **sales**, facilities, products and processes,

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corporate activities, government activities and people. The file contains an estimated...

27/3,K/62 (Item 2 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
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02173259

DIGITAL OFFERS INTEGRATED ENGINEERING SYSTEM FOR UTILITIES
News Release March 24, 1989 p. 1

... Digital and third-parties will work with customers to meet their needs. Through its worldwide **sales** and service organizations, **Digital offers** related consultation, installation, training, and support services. **Prices** are **determined** by system size, applications, and services selected. ...

27/3,K/63 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

01840285 SUPPLIER NUMBER: 17413667 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Uncle Sam needs you. (Channel News) (Column)
Brambert, Dave
LAN Magazine, v10, n7, p192(2)
July, 1995
DOCUMENT TYPE: Column ISSN: 1069-5621 LANGUAGE: English
RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1618 LINE COUNT: 00141

... puts it, "beyond the scope of existing credit lines."
* Custom system integration.
* Pre- and post- **sales** technical support.
* Dedicated **bid** analysts.
* Special vendor **pricing**.
* **On - line** literature library.
* **Bid** templates made at Merisel.
* Fax updates on manufacturers' government programs.
GBC Technologies, a national distributor...

27/3,K/64 (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

01810863 SUPPLIER NUMBER: 17247294 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Hammacher Schlemmer, OfficeMax chart new electronic terrain.
Electronic Marketplace Report, v9, n8, p1(3)
April 18, 1995
ISSN: 1071-247X LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 718 LINE COUNT: 00062

... the company operates both retail and catalog businesses. The catalog business accounts for 9% of **sales**.
Pagrabs said OfficeMax **offers** "grand opening" **pricing** when it first launches its **electronic** stores. Products then assume a list price, but the company will honor lower catalog prices...

27/3,K/65 (Item 3 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

01701713 SUPPLIER NUMBER: 16241948 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Bloc Dev. to spin off units, focus on most profitable opps.--Tiger Direct.

(Bloc Development's direct marketing division)

Computer Marketing & Distribution Report, v3, n5, p11(1)

March 14, 1994

ISSN: 1071-2488

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 12786

LINE COUNT: 01044

... the CD ROM catalog on their PCs.

Internet

SDC publishes a software catalog on the **Internet -- On - Line Sourcebook.**

The **On - Line Sourcebook offers pricing** and product information **online**, but requires customers to call SDC's 800-number for **sales**. SDC hopes to **offer** transactions on the Internet within the next year.

FEBRUARY 28 1994 Computer Marketing & Distribution Report...

27/3,K/66 (Item 4 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2005 The Gale Group. All rts. reserv.

01260039 SUPPLIER NUMBER: 07177041 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Order Entry software new from Parker. (Parker Systems) (product announcement)

Computer & Software News, v6, n46, p105(1)

Nov 14, 1988

DOCUMENT TYPE: product announcement

ISSN: 0745-5291

LANGUAGE:

ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 431

LINE COUNT: 00034

... pricing patterns based on quantity breaks or customer types; price codes by customer type; and **pricing determined** by case **price** or last cost.

Order Entry also **offers** complete, **on - line** yearly **sales** history with costs, quantities and gross profit, broken down by item, item class and location...

27/3,K/67 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2005 The Gale Group. All rts. reserv.

2620374 Supplier Number: 02620374 (USE FORMAT 7 OR 9 FOR FULLTEXT)

New Vendor Takes Aim At Front-Office Integration -- Berkeley Helps Sales And Marketing Divisions Communicate With Customers

(Berkeley Enterprise Partners offers TeleWeb telephony, SalesWeb sales-force automation, MarketWeb marketing and IntelliWeb integration services; focuses on the front end)

Information Week, p 117

November 01, 1999

DOCUMENT TYPE: Journal ISSN: 8750-6874 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 263

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...and marketing divisions define what they require from their IT systems.

Formed in April, Berkeley **offers** its TeleWeb telephony, SalesWeb **sales** -force **automation**, MarketWeb marketing, and IntelliWeb integration services. **Pricing** is based on a fixed fee or a time-and-materials model, depending on a...

27/3,K/68 (Item 2 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2005 The Gale Group. All rts. reserv.

2600470 Supplier Number: 02600470 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Dataquest Identifies Drivers Of E-Commerce
(So called e-market makers will revolutionize e-commerce, having generated some \$12 bil in business in 1998, excluding e-markets focused on financial products, where volumes surpassed \$100 bil)
Newsbytes News Network, p N/A
October 12, 1999
DOCUMENT TYPE: Journal (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 687

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...power to other channels of distributors that suppliers may now be hesitant to initiate direct sales .

- "Efficient commerce networks" manage a trading **network** that generally maintains existing supply chain relationships and **pricing** models, but it attacks industry inefficiencies, Dataquest said.
- "Dynamic marketplaces" **offer** commerce models like auctions and requests for proposals made through the marketplace.

E-market makers...

27/3,K/69 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2005 The Gale Group. All rts. reserv.

2539288 Supplier Number: 02539288 (USE FORMAT 7 OR 9 FOR FULLTEXT)
COMPUTER COMPANY UPGRADES ITS FIELDS OF EXPERTISE; Jade Systems branches out from reselling to focus on Y2K fixes, other growth areas
(Jade Systems Corp, a 5-yr-old computer reseller, shifts focus from hardware sales to software and network installations/upgrades, and now seeks to differentiate itself from rivals)
Crain's New York Business, p 24
August 02, 1999
DOCUMENT TYPE: Journal ISSN: 8756-789X (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 627

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...becoming more important than ever as falling computer prices prompt manufacturers to bypass middlemen and **offer** special **pricing** deals directly to customers. And the rise of **electronic** commerce has meant yet another competing **sales** channel.

As a **sales** manager for other resellers for years, Ms. Milner knew what she was getting into when...

27/3,K/70 (Item 4 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2005 The Gale Group. All rts. reserv.

2441435 Supplier Number: 02441435 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Regional Brokerage Firms Gear Up To Offer Internet Trading
(Regional brokerage firms, which have some advantages over their bigger counterparts, are readying Internet trading offerings because of burgeoning online brokerage firms)

Ginger R. DeMille

Web Finance, p N/A
April 12, 1999
DOCUMENT TYPE: Newsletter (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 816

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...via its financial advisors this summer or fall, according to Lou Foran, senior vice president, **sales** and marketing.

The firm plans to **offer** three **pricing** options to customers interested in **Internet** trading. Under the first option, customers would pay the regular commission rate; brokers would be...

27/3,K/71 (Item 5 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2005 The Gale Group. All rts. reserv.

2381519 Supplier Number: 02381519 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Compaq Suspends Some Online Sales
(Compaq Computer has suspended sales of its personal computers through its partners marketing machines exclusively over the Internet)
Newsbytes News Network, p N/A
February 23, 1999
DOCUMENT TYPE: Journal ISSN: 0983-1592 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 470

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...resellers. While most resellers buy large numbers of PCs at once and maintain inventory, the **online** outfits can **offer** up to the minute **pricing** and simply forward orders to the distributors.

"Clearly, the online **sales** got away from Compaq in terms of who was selling at what price," said Steven...

27/3,K/72 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

08604586 (USE FORMAT 7 OR 9 FOR FULLTEXT)
IBM: IBM partners with Extricity Software to deliver business-to-business integration solutions
M2 PRESSWIRE
December 07, 1999
JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 560

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... business integration leadership into B2B e-commerce. For Extricity, this is a tremendous opportunity to **offer** our software to new customers globally through IBM's worldwide **sales** force."

Pricing and Availability
Extricity AllianceSeries B2B e-commerce software is available through IBM immediately. **Pricing** varies based on customer requirements.
About IBM MQSeries
IBM MQSeries, the most widely used message...

27/3,K/73 (Item 2 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

08042063 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Intermec Technologies Corporation Selects Trilogy MultiChannel Commerce 2.0
as Its Enterprise-Wide E-Commerce Platform**

BUSINESS WIRE

November 02, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 731

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... Trilogy's solution will deliver seamless integration with Intermec's SAP system, as well as **offer** guided selling, dynamic **pricing**, an **online** catalog, advanced opportunity management for the **sales** force and customized extranets for Intermec's key accounts and reseller partners.

"With Trilogy, Intermec...

27/3,K/74 (Item 3 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

06665378 (USE FORMAT 7 OR 9 FOR FULLTEXT)

COMPUTER COMPANY UPGRADES ITS FIELDS OF EXPERTISE

karen angel

CRAIN'S NEW YORK BUSINESS, p24

August 02, 1999

JOURNAL CODE: WCNY LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 637

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... becoming more important than ever as falling computer prices prompt manufacturers to bypass middlemen and **offer** special **pricing** deals directly to customers. And the rise of **electronic** commerce has meant yet another competing **sales** channel.

As a **sales** manager for other resellers for years, Ms. Milner knew what she was getting into when...

27/3,K/75 (Item 4 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

05780913 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Local Competitors Offer Phone Service to Kansas City, Mo., Businesses

Ted Sickinger

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (KANSAS CITY STAR - MISSOURI)

June 17, 1999

JOURNAL CODE: KKCS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 807

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... lot, presents itself as the alternative to Southwestern Bell for small and midsize businesses. It **offers** a la carte **pricing** on calling features; integrated local, long-distance and **Internet**; and equipment **sales** and leasing. It also is the only competitor offering local service to residential customers, which...

27/3,K/76 (Item 5 from file: 20)

Ginger R. DeMille

DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

05780818 (USE FORMAT 7 OR 9 FOR FULLTEXT)
TOO MANY SALES ARE SLIPPING THROUGH THE NET, DEALERS TOLD
DONNA HARRIS Staff Reporter
AUTOMOTIVE NEWS, p22
June 14, 1999
JOURNAL CODE: WCAN LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 224

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... of online prospects buy vehicles when dealers follow up within four hours.

Hire a dedicated **sales** force for **Internet** inquiries.

Offer set, competitive **prices** up front. Convenience-oriented **online** customers want some idea of how much a vehicle will cost early in the transaction...

27/3,K/77 (Item 6 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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05365147
The beginning of the end for car salesmen
Fara Warner
ABIX - AUSTRALASIAN BUSINESS INTELLIGENCE (SYDNEY MORNING HERALD), p25
May 18, 1999
JOURNAL CODE: WSMH LANGUAGE: English RECORD TYPE: ABSTRACT
WORD COUNT: 141

... direct sales system since December 1998 and has sold \$US20m worth of vehicles. The site **offers** consumers **set prices** based on average **sales** and **offers online** financing. CarsDirect does not divert **sales** to dealers and Gross says it has \$US25m to buy up dealerships and close down...

27/3,K/78 (Item 7 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

04928529 (USE FORMAT 7 OR 9 FOR FULLTEXT)
IPeria Announces Service Node, the First Carrier-Class, IP-Based Enhanced Services Applications Platform
PR NEWSWIRE
April 12, 1999
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 964

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... with product availability scheduled for Q3, 1999. IPeria sells the IPeria Service Node via direct **sales** to service providers and through OEM channels. **Pricing** starts at \$15 per **e @ccount** in the direct **sales** channel. IPeria **offers** service providers extensive marketing support programs that focus not only on market entry but also...

27/3,K/79 (Item 8 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

01519933 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Ginger R. DeMille

Saturn Takes Major Steps Forward in On-Line Electronic Commerce

PR NEWSWIRE

April 30, 1998 16:50

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 616

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... cars on the Internet before making purchase decisions," says Joe Kennedy, Saturn vice president of **sales**, service, and marketing. "The Saturn Interactive **Pricing** Center **offers** customers the best **on - line** method to adjust models, equipment options, or lease terms to fit their budget, at their...

27/3,K/80 (Item 1 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2005 The Gale Group. All rts. reserv.

04144304 Supplier Number: 54374091 (USE FORMAT 7 FOR FULLTEXT)

AUDIO NOTES.

Audio Week, v11, n15, pNA

April 12, 1999

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 2617

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...retailer DVD Empire proclaimed success for its new "Everyday Low Prices" initiative in which it **offers** 30% discount on most titles at all times. Company began **sales** initiative in response to below-cost **pricing** on individual titles used by some **Internet** retailers on short-term basis during 1998 holiday **sales** season. DVD Empire implemented policy March 22 and said it sold record 2,218 discs...

27/3,K/81 (Item 2 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2005 The Gale Group. All rts. reserv.

03859922 Supplier Number: 48401199 (USE FORMAT 7 FOR FULLTEXT)

-NORTEL: Nortel systems chosen by EconoPhone to expand domestic and international network

M2 Presswire, pN/A

April 3, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 783

... 1990 with strong emphasis on technological innovation and low cost structuring that enable EconoPhone to **offer** competitive **pricing** while maintain outstanding quality. EconoPhone's aggressive **network** expansion includes network, operations and **sales** offices in 14 cities in the U.S. and Europe with operating agreements that reach...

27/3,K/82 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2005 The Gale Group. All rts. reserv.

03831076 Supplier Number: 48321628 (USE FORMAT 7 FOR FULLTEXT)

American Companies in Japan: SOFTWARE AND INFORMATION SERVICES

Japan-U.S. Business Report, v1998, n341, pN/A

Feb 28, 1998

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade
Word Count: 3812

... automates many monitoring and reporting functions for LANs, WANs and Internet/intranet systems. It also **offers** network managers a wide range of maintenance and repair utilities. **Network Health's pricing** begins at \$19,200. The Marubeni unit is projecting **sales** of \$961,500 in the first year.

A new version of LOTUS DEVELOPMENT CORP.'s...

27/3,K/83 (Item 4 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

02758990 Supplier Number: 45599631 (USE FORMAT 7 FOR FULLTEXT)
First Advertising On Internet Provides Immediate Response For Insight Direct
Computer Publishing & Advertising Report, v11, n9, pN/A
June 12, 1995
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 325

... URL from 'insightd.com' to 'insight.com.', a "more intuitive" address.

Insight's home page **offers** product listings, technical information and special biweekly **Internet -only sales**. "People realize that **pricing** should be lower, because we're cutting out some of the middle men," Dixon said...

27/3,K/84 (Item 1 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0964458 BW0087

CA INTERACTIVE BUYERS: Interactive Buyers Network International Ltd. Opens Virtual SOURCE Network to Users

January 19, 1999

Byline: Business Editors

...business-to-business electronic commerce. Buyers use the Virtual SOURCE(TM) Network to obtain competitive **bids** in response to RFQs.

Sellers use the Virtual SOURCE(TM) **Network** to enhance **sales** opportunities and provide product and **pricing** information to customers. The system operates via **Internet** access. Buyers pay a nominal start up fee and are then billed per transaction.
aje...

27/3,K/85 (Item 2 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0381242 BW744

N.E.T. INTERPHASE: N.E.T. AND INTERPHASE ANNOUNCE FIRST TWO MEMBERS OF JOINTLY-DEVELOPED ATM ADAPTER CARD FAMILY

January 25, 1994

Ginger R. DeMille

Byline: Business Editors and Computer Writers

...Mbps media module. The new cards can be ordered from N.E.T.'s direct **sales** organization and reseller **network** or through Interphase channels (check with Interphase for **pricing** in these channels).

The new ATM adapter cards **offer** customers a great deal of flexibility when used with N.E.T.'s ATM switch...

27/3,K/86 (Item 3 from file: 810)

DIALOG(R)File 810:Business Wire

(c) 1999 Business Wire . All rts. reserv.

0351291 BW658

PLATINUM SOFTWARE: Platinum Software continues roll out of client/server financial product line

August 16, 1993

Byline: Business Editors and Computer Writers

...automated with this module, including setting up inventory, taking physical counts, converting purchase units to **sales** units, and implementing **pricing** adjustments.

Cash Management -- The Cash Management module **offers automatic** recording of cash disbursements and receipts. It generates cash transaction and account balance reports and...

27/3,K/87 (Item 1 from file: 813)

DIALOG(R)File 813:PR Newswire

(c) 1999 PR Newswire Association Inc. All rts. reserv.

1215971

LAF012

Interactive Buyers Network International, Ltd. Announces New Board of Directors; Will Initiate Stock Buyback Program

DATE: January 23, 1998 09:30 EST WORD COUNT: 394

... business-to-business electronic commerce. Buyers use the Virtual SOURCE(TM) network to obtain competitive **bids** in response to RFQs. Sellers use the Virtual SOURCE(TM) **network** to enhance **sales** opportunities and provide product and **pricing** information to customers. The system can be operated through modem or Internet access. Users of...

27/3,K/88 (Item 2 from file: 813)

DIALOG(R)File 813:PR Newswire

(c) 1999 PR Newswire Association Inc. All rts. reserv.

1018906

MNTH001

Honeywell And LG&E Energy Affiliates Form Marketing Alliance

DATE: November 7, 1996 10:01 EST WORD COUNT: 585

...the power of choice to its customers as well as provide them with competitive energy **pricing** options,"

said Kathy Eisbrenner, LG&E Natural's senior vice president, marketing and

sales . "We wanted to **offer** an integrated package of energy services, including electricity, to serve the total energy needs of...

27/3,K/89 (Item 1 from file: 13)

DIALOG(R)File 13:BAMP

(c) 2005 The Gale Group. All rts. reserv.

1133236 Supplier Number: 02104790

Trends to Watch

(Using the Web for customer self-service by plugging e-commerce engines into CRM software systems is one of several CRM software trends identified)

Article Author(s): Goldenberg, Barton

Sales & Marketing Management, v 151, n 9, p 96

September 1999

DOCUMENT TYPE: Journal ISSN: 0163-7517 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...to extend their enterprises to external users through offerings such as self-service products and **pricing** configuration. Two, CRM vendors now **offer sales automation** and customer service automation modules within their applications. Three, some vendors offer enhanced lead management...

27/3,K/90 (Item 2 from file: 13)

DIALOG(R)File 13:BAMP

(c) 2005 The Gale Group. All rts. reserv.

1111699 Supplier Number: 01842064 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Will the 'New Breed' of Internet Resellers Kill Your Business?

(As long as value-added resellers continue to focus on adding value beyond the hardware, they will be able to withstand inroads made by new online resellers and traditional resellers)

Article Author(s): Franse, Klaren

VAR Business, v XV, n 3, p 14+

February 01, 1999

DOCUMENT TYPE: Journal ISSN: 0894-5802 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 603

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...an equity position in the new online businesses.

No Special Treatment

The distributor does not **offer Internet** resellers preferential **pricing**, says Tim Curran, senior vice president of **sales** for Tech Data, Clearwater, Fla. Ingram Micro's president and COO, Jeff Rodek, made a...
?

? show files;ds

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| Set | Items | Description |
|-----|---------|---|
| S1 | 2186 | (NEGOTIAT? OR AUCTION? OR BARTER?)(6N)(INITIAL OR FIRST OR BEGIN? OR START? OR 1ST OR ORIGINAL OR BASE)()PRICE |
| S2 | 5811 | (NEGOTIAT? OR AUCTION? OR BARTER?)(15N)(INITIAL OR FIRST OR BEGIN? OR START? OR 1ST OR ORIGINAL OR BASE)()(PRICE? ? OR B-ID? ?) |
| S3 | 756817 | (ACCEPT? OR YES OR APPROV? OR OKAY? OR OK OR GOOD OR BEST - OR WINNING)(5N)(OFFER? ? OR BID? ?) |
| S4 | 5475305 | FEEDBACK OR FEED()BACK OR TREND OR TRENDS OR PATTERN? ? |
| S5 | 158 | S2 AND S3 AND S4 |
| S6 | 51 | S5 NOT PY>1999 |
| S7 | 43 | RD (unique items) |
| S8 | 6321 | PRICE()SETTING |
| S9 | 196280 | (MASTER OR CENTRAL OR MAIN OR CHIEF OR PRIMARY OR PRIME OR PRINCIPAL OR MAJOR OR LEAD OR PRINCIPAL)(2W)(CONTROLLER? OR P-ROCESSOR? ? OR COMPUTER? ? OR CPU OR SERVER? OR HOST? ?) |
| S10 | 20 | S8 AND S9 |
| S11 | 13 | S4 AND S10 |
| S12 | 12 | S11 NOT PY>1999 |
| S13 | 11 | RD (unique items) |
| S14 | 361764 | (SETTING OR SET OR SETS OR OPTIMIZ? OR OPTIMIS? OR ALLOCAT-?) (5N)(PRICE? ? OR PRICING) |
| S15 | 21099 | (BASED OR DEPEND? OR BECAUSE)(1W)S4 |
| S16 | 419 | S14 AND S15 |
| S17 | 13 | S14(15N)S15 |
| S18 | 4 | S17 NOT PY>1999 |
| S19 | 4 | RD (unique items) |
| S20 | 134098 | DETERMIN?(5N)(PRICE? ? OR PRICING) |
| S21 | 3 | S15(5N)S20 |

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S22 478983 S14 OR S20
S23 200493 (S22 OR PRICING) (8N) (ONLINE OR ON() LINE OR CYBERSPACE OR C-
YBER OR VIRTUAL OR ELECTRONIC OR DIGITAL OR E OR NETWORK OR L-
AN OR WAN OR INTRANET OR INTERNET OR AUTOMAT? OR S9)
S24 8543 (S15 OR SALES) (10N) S23
S25 420 S24 (10N) (OFFER? ? OR BID? ?)
S26 198 S25 NOT PY>1999
S27 90 RD (unique items)
S28 9684 S22 (3N) (ONLINE OR ON() LINE OR CYBERSPACE OR CYBER OR VIRTU-
AL OR ELECTRONIC OR DIGITAL OR E OR NETWORK OR LAN OR WAN OR -
INTRANET OR INTERNET OR AUTOMAT? OR S9)
S29 6216 (PAST OR HISTORICAL) () SALES OR SALES() (DATA OR INFORMATION)
AND S28
S30 6133 (PAST OR HISTORICAL) () SALES OR SALES() (DATA OR INFORMATION-
) (15N) S28
S31 75 S23 (8N) ((PAST OR HISTORICAL) () SALES OR SALES() (DATA OR INF-
ORMATION))
S32 31 S31 NOT PY>1999
S33 20 RD (unique items)
? t33/3,k/all

33/3,K/1 (Item 1 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

01493187 01-44175

Customer keen

Dilger, Karen Abramic
Manufacturing Systems Issues in Supply-Chain Management Supplement PP:
2A-10A Aug 1997
ISSN: 0748-948X JRNL CODE: MFS
WORD COUNT: 2926

...TEXT: environment, salespeople go to customer sites to develop a
solution to fit specific needs. Once **pricing** is committed, **sales data**
is transmitted **automatically** to the manufacturing plant's engineering
department, where the product requirement data is converted into...

33/3,K/2 (Item 2 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
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00966537 96-15930

MPP breaks the information barrier

O Flaherty, Kenneth W; Scott, Edward D
AT&T Technology v9n3 PP: 2-7 Fall 1994
ISSN: 0889-8979 JRNL CODE: ATT
WORD COUNT: 2414

...TEXT: analyze sales trends by item and by store, and can make informed
decisions on purchasing, **pricing** and special promotions.

Wal-Mart's replenishment system **automatically** triggers orders to
manufacturers based on the daily **sales data**, making it unnecessary to
inventory large quantities based on predicted demand. The idea is to...

33/3,K/3 (Item 1 from file: 16)
DIALOG(R) File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

06364737 Supplier Number: 54718233 (USE FORMAT 7 FOR FULLTEXT)
**Nike 'just does' remote access. (uses Sterling Commerce's Connect:Remote
software to link with retail stores) (Product Information)**
Sullivan, Kristina B.

PC Week, v16, n20, p91

May 17, 1999

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Tabloid; General Trade

Word Count: 848

ABSTRACT:

...Retail customized Connect:Remote for OS/2 to poll stores automatically for payroll, inventory and **sales data**, and product, shipping and **pricing** data is delivered to the sites **automatically** as well. The work objects used for this are being transformed by Connect:Remote to...

33/3,K/4 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

05650835 Supplier Number: 50106354 (USE FORMAT 7 FOR FULLTEXT)

NovaStor Introduces DataSAFE Special Edition

PR Newswire, p622HSM010

June 22, 1998

Language: English Record Type: Fulltext

Article Type: Article

Document Type: Newswire; Trade

Word Count: 742

... encryption. As user needs evolve, DataSAFE SE's built-in Easy Update feature provides updates, **sales information** and upgrades to the enhanced DataSAFE product offerings.

Pricing and Availability

DataSAFE SE is available via **on - line** Internet downloads at a special introductory price of only \$4.95 US until July 31...

33/3,K/5 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

04339145 Supplier Number: 46363843

Lawton's reaps benefits of commitment to technology

Chain Drug Review, p194

May 6, 1996

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Tabloid; Trade

ABSTRACT:

...new technology will allow the chain to make full use of other systems, such as **sales data** communication, **electronic pricing**, direct-store delivery and a centralized system that links all Lawson's stores to its...

33/3,K/6 (Item 4 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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02976099 Supplier Number: 44033898

QR Running In 650 Stores

U.S. Distribution Journal, v0, n0, p14

August 15, 1993

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Trade

ABSTRACT:

...including holiday items and demonstration items, every day. The program also allows these managers to **determine** possible out-of-stocks and **price** discrepancies. This program uses the Catalina Marketing **Network** to

Ginger R. DeMille

gather daily sales information by store and UPC. It is operating in 4 southern California retail grocery divisions.

33/3,K/7 (Item 5 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

02219654 Supplier Number: 42893627 (USE FORMAT 7 FOR FULLTEXT)

Big Boy goes UNIX: Restaurant franchisor upgrades system

Computer Reseller News, p183

April 6, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 835

... a remote dot-matrix printer in the kitchen.

"The systems give us immediate access to sales information in the back office and also automatically adjusts pricing and menu information for breakfast, lunch and dinner," Wilson said.

The restaurant has found the...

33/3,K/8 (Item 6 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

01770333 Supplier Number: 42223201 (USE FORMAT 7 FOR FULLTEXT)

Digital Technology, Inc. Announces LANHAWK (TM) Traffic Generator

News Release, p1

July 16, 1991

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 309

... same time. Pricing

for the LANHAWK Traffic Generator begins at \$9,700.

For additional product, pricing, and sales information, contact Digital Technology, Inc., Sales and Market Development Group, 2300 Edwin C. Moses Blvd., Dayton, OH 45408...

33/3,K/9 (Item 7 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

01709019 Supplier Number: 42132002 (USE FORMAT 7 FOR FULLTEXT)

Digital Technology Announces New Portable Network Analyzer

News Release, p1

June 4, 1991

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 236

... decode packages.

Pricing of the LANHAWK 5751 varies according to individual configuration.

For additional product, pricing, and sales information, contact Digital Technology, Inc., Sales and Market Development Group, 2300 Edwin C. Moses Blvd., Dayton, OH 45408...

33/3,K/10 (Item 1 from file: 148)

Ginger R. DeMille

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09836912 SUPPLIER NUMBER: 19621192 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Closer ties with parent benefit Lawton's. (Lawton's Drug Stores) (1997 CDR
State of the Industry Report) (Company Profile)**
Chain Drug Review, v19, n8, p224(2)
April 28, 1997
DOCUMENT TYPE: Company Profile ISSN: 0164-9914 LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 1921 LINE COUNT: 00161

... of-the-art point-of-sale scanning equipment, it has allowed the
company to utilize **electronic pricing**, **sales data** communication,
direct-store delivery and **automated** inventory management linking each
store to the Lawton's central pharmaceutical distribution centers.

* The retailer...

33/3,K/11 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09832636 SUPPLIER NUMBER: 18010496 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Lawton's demonstrates broad strength. (Lawton's Drug Stores)
Chain Drug Review, v17, n20, p48(2)
Oct 23, 1995
ISSN: 0164-9914 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 812 LINE COUNT: 00072

... chain to make full use of other systems implemented over the past
two years, including **electronic pricing**, **sales data** communication,
direct-store delivery and an **automatic** inventory management system which
links each store to Lawton's central pharmaceutical distribution centers.
The...

33/3,K/12 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09072216 SUPPLIER NUMBER: 18819367 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**New Chevron station rent plan draws fire. (dealers' opposition to Chevron's
planned rent increase)**
National Petroleum News, v88, n10, p14(2)
Sep, 1996
ISSN: 0149-5267 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 915 LINE COUNT: 00075

... s rental plan appears to be propelling dealers to reach beyond to
other issues: zone **pricing**, company-operated stations and **electronic**
surveillance of dealer **sales information**. How far the protests go hinge
on how successful dealers are in raising a warchest...

...Other issues that would be researched if sufficient funds are obtained,
the alert announced, are **electronic** communication of dealer **sales**
information, wholesale gasoline **pricing** practices, including the use of
zones, and the use of company-operated stations.

Tim Hamilton...

33/3,K/13 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

08911639 SUPPLIER NUMBER: 18539992

Ginger R. DeMille

Short circuit. (electronic data interchange) (Cover Story)

Kaplan, Andrew

U.S. Distribution Journal, v223, n6, p16(3)

June 15, 1996

DOCUMENT TYPE: Cover Story

ISSN: 0897-1315

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3727 LINE COUNT: 00286

... receiving process and facilitate crossdocking.

"We are now fully UCS-II capable which covers the **electronic** communication of **sales data** including **pricing**, promotion, and product information. We are also using EDI for financial transactions, specifically invoicing and...

33/3,K/14 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2005 The Gale Group. All rts. reserv.

03915034 SUPPLIER NUMBER: 07607391 (USE FORMAT 7 OR 9 FOR FULL TEXT)

1989 fifth annual directory of software and services. (Software and Services Listings) (directory)

Traffic Management, v28, n5, p66(15)

May, 1989

DOCUMENT TYPE: directory

ISSN: 0041-0691

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 9806 LINE COUNT: 00938

... Order Entry/Billing. G&H Computer Systems. G&H's order-entry software gives users **on - line** access to customer information, billing and **pricing** data, **sales information**, and open-order and shipping-status reports. 145/PC Order Processing. Ossi Data Processing Consultants...

33/3,K/15 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2005 The Gale Group. All rts. reserv.

2133296 Supplier Number: 02133296 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Lawton's benefits from strengths of parent

(Lawton's Drug Stores (Dartmouth, Nova Scotia) now has 78 stores operating in 4 provinces and estimated sales of Can\$235 mil)

Chain Drug Review, v 20, n 8, p 221

April 27, 1998

DOCUMENT TYPE: Journal ISSN: 0164-9914 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1621

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...well advanced even before the Sobeys integration initiative. The drug chain already had in place **electronic pricing**, **sales data** communication, direct-store delivery and **automated** inventory management, all either shared or compatible with the Sobeys systems.

Cameron reports that Managed...

33/3,K/16 (Item 2 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2005 The Gale Group. All rts. reserv.

1984257 Supplier Number: 01984257 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The Canadian Market: New edge for Lawton's

Ginger R. DeMille

(Lawton's Drug Stores has a close bond with its parent company Empire - sales for the year were Can\$235 mil)

Chain Drug Review, v 19, n 18, p 42+

October 20, 1997

DOCUMENT TYPE: Journal ISSN: 0164-9914 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1163

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...past few years, a store automation program, including point-of-sale scanning, has allowed for **electronic pricing , sales data** communication and inventory management links between every store and Lawton's distribution centers.

The warehouses...

33/3,K/17 (Item 1 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2005 The Dialog Corp. All rts. reserv.

04435475 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Firstwave Announces Internet Pricing for Netgain Sales

PR NEWSWIRE

February 24, 1999

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 399

Internet -native Sales Information System Warrants New Pricing
for Extended Enterprises

ATLANTA, Feb. 24 /PRNewswire/ -- Firstwave(TM) Technologies, Inc.
(Nasdaq: FSTW) today announced...

33/3,K/18 (Item 2 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2005 The Dialog Corp. All rts. reserv.

03234576 (USE FORMAT 7 OR 9 FOR FULLTEXT)

INTERNET SHOPPER: NTMailK12 4.0 available Major upgrade to NT mail server
for the education market

M2 PRESSWIRE

October 26, 1998

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 789

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... NTList) capable of handling 250 addresses. The list server shows the benefits of automated direct **E -mailing of sales information** to customers and vendors.

Pricing : NTMail-K12 is available from ISL at GBP 1599 + VAT on 01275 340333 or download...

33/3,K/19 (Item 1 from file: 810)

DIALOG(R)File 810:Business Wire

(c) 1999 Business Wire . All rts. reserv.

0246314 BW618

DIGITAL TECHNOLOGY INC: Digital Technology announces remote Ethernet access
for FDDI Network Analyzer

Ginger R. DeMille

October 9, 1991

Byline: Business Editors & Computer Science Writers

...powered data collection, and comprehensive filtering schemes.
Remote access is available for all LANHAWK 575X **Network Analyzer** configurations.

For additional product, **pricing** and **sales information** contact **Digital Technology Inc.**, Sales and Market Development Department, 2300 Edwin C. Moses Blvd., Dayton, Ohio, 45408...

33/3,K/20 (Item 2 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0230850 BW616

DIGITAL TECHNOLOGY: Digital Technology introduces user-definable protocol Decode Kit

June 18, 1991

Byline: Business Editors & Computer Writers

...their non-standard protocols allowing for greater troubleshooting flexibility and enhanced responsiveness.

For additional product, **pricing** and **sales information**, contact **Digital Technology Inc.**, Sales and Market Development Group, 2300 Edwin C. Moses Blvd., Dayton, Ohio, 45408...
?

Ginger R. DeMille

? show files;ds

File 15:ABI/Inform(R) 1971-2005/Mar 29
 (c) 2005 ProQuest Info&Learning
 File 16:Gale Group PROMT(R) 1990-2005/Mar 29
 (c) 2005 The Gale Group
 File 148:Gale Group Trade & Industry DB 1976-2005/Mar 29
 (c)2005 The Gale Group
 File 160:Gale Group PROMT(R) 1972-1989
 (c) 1999 The Gale Group
 File 275:Gale Group Computer DB(TM) 1983-2005/Mar 29
 (c) 2005 The Gale Group
 File 621:Gale Group New Prod.Annou.(R) 1985-2005/Mar 29
 (c) 2005 The Gale Group
 File 9:Business & Industry(R) Jul/1994-2005/Mar 28
 (c) 2005 The Gale Group
 File 20:Dialog Global Reporter 1997-2005/Mar 29
 (c) 2005 The Dialog Corp.
 File 476:Financial Times Fulltext 1982-2005/Mar 29
 (c) 2005 Financial Times Ltd
 File 610:Business Wire 1999-2005/Mar 29
 (c) 2005 Business Wire.
 File 613:PR Newswire 1999-2005/Mar 29
 (c) 2005 PR Newswire Association Inc
 File 634:San Jose Mercury Jun 1985-2005/Mar 28
 (c) 2005 San Jose Mercury News
 File 636:Gale Group Newsletter DB(TM) 1987-2005/Mar 29
 (c) 2005 The Gale Group
 File 810:Business Wire 1986-1999/Feb 28
 (c) 1999 Business Wire
 File 813:PR Newswire 1987-1999/Apr 30
 (c) 1999 PR Newswire Association Inc
 File 13:BAMP 2005/Mar W3
 (c) 2005 The Gale Group
 File 75:TGG Management Contents(R) 86-2005/Mar W3
 (c) 2005 The Gale Group
 File 95:TEME-Technology & Management 1989-2005/Feb W3
 (c) 2005 FIZ TECHNIK

| Set | Items | Description |
|-----|---------|---|
| S1 | 18876 | (ORDER? OR PURCHASE OR PURCHASING OR BUYING OR SHOPPING) (5-N) (NETWORK OR ONLINE OR ON()LINE OR INTERNET OR SERVER OR WEB OR WEBSITE OR WEBPAGE) (8N) (AGENT? ? OR BROKER? ? OR CRAWLER? - OR BOT OR SHOPBOT) |
| S2 | 1092082 | (FEEDBACK OR FEED()BACK OR PATTERN? ? OR KNOWLEDGE OR LEARNING OR HISTORICAL OR HISTORY OR RECORD? ? OR REDEMPTION OR PURCHASE OR SALES OR INVOICE) (2N) (DATA OR INFORMATION) |
| S3 | 7174354 | PRICING OR PRICES |
| S4 | 500 | S1 AND S2 AND S3 |
| S5 | 211 | S4 NOT PY>1999 |
| S6 | 135 | RD (unique items) |
| S7 | 6 | (USING OR UTILI?ING OR UTILI?ATION OR ANALYZ? OR ANALYS?) (-1W) (SALES OR PURCHASE OR FEEDBACK OR PATTERN) (1W) (DATA OR INFORMATION OR PRICE) (5W) (SUBSEQUENT OR FUTURE OR NEXT OR ANOTHER) (3W) (ORDER? ? OR PURCHASE? ? OR OFFER? ? OR BID? ?) |
| S8 | 4 | RD (unique items) |
| S9 | 39 | (USING OR UTILI?ING OR UTILI?ATION OR ANALYZ? OR ANALYS? OR USED OR MODEL?) (3N) (SALES OR PURCHASE OR FEEDBACK OR PATTERN) (1W) (DATA OR INFORMATION OR PRICE) (8N) (SUBSEQUENT OR FUTURE - OR NEXT OR ANOTHER) (2W) (PRICE OR PRICING OR ORDER? ? OR PURCHASE? ? OR OFF |
| S10 | 27 | RD (unique items) |
| ? | | |

? t10/3,k/all

10/3,K/1 (Item 1 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

02170469 73499995
Cosmetics sector displays POP style
Gannaway, Belinda
Marketing PP: 41 May 24, 2001
ISSN: 0025-3650 JRNL CODE: MAR
WORD COUNT: 1183

...TEXT: privileges.

"There's always an ongoing need to

prove your brand is more profitable than **another** in **order** to win more space. We **analyse** square-foot **sales data** to do that. It becomes a lot more difficult to negotiate extra space in retail...

10/3,K/2 (Item 2 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

01953884 43686582
Finland: Competition law
Wallin, Carl-Henrik
International Financial Law Review PP: 15-18 Jul 1999
ISSN: 0262-6969 JRNL CODE: IFL
WORD COUNT: 2304

...TEXT: Act prohibits undertakings from fixing the price or setting minimum or maximum prices to be **used** by the **subsequent sales** level. **Price** recommendations are, however, not covered by the prohibition.

Tendering cartels

Tendering cartels are defined as...

10/3,K/3 (Item 3 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

01907305 05-58297
Automobile replacement case studies for engineering economy classes
Hartman, Joseph C
Engineering Economist v43n3 PP: 278-289 Spring 1998
ISSN: 0013-791X JRNL CODE: EEC
WORD COUNT: 3523

...TEXT: the challenger was \$19,445 in Edmund's blue book [5]. This Web site contained **purchase price data** for the past 8 years, which were **used** to forecast **future purchase** prices (see appendix). Additionally, the current salvage values listed were used as estimates for future...

10/3,K/4 (Item 4 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

01245048 98-94443
Implementing SFAS No. 121 for the impairment of real estate
Haspel, Abraham E

CPA Journal v66n7 PP: 36-41 Jul 1996
ISSN: 0732-8435 JRNL CODE: CPA
WORD COUNT: 4082

...TEXT: income from continuing operations in the period incurred.

If comparable sales of similar properties are **used** as the method of determining fair value, discounting of the **future sales price** is not allowed, because comparable sales reflect current market conditions. However, "if the fair value...

10/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

01122278 97-71672

Total cost of ownership: An analysis approach for purchasing
Ellram, Lisa M
International Journal of Physical Distribution & Logistics Management
v25n8 PP: 4-23 1995
ISSN: 0960-0035 JRNL CODE: IPD
WORD COUNT: 7538

...TEXT: delivery, are added to the total purchase price. Dividing these total costs by the total **purchase price** yields an "index". This index is then **used** as a multiple for **future bids** /prices from the supplier to evaluate the true "total cost of ownership" of doing business...

10/3,K/6 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00932904 95-82296

Anatomy of a pooling: The AT&T/NCR merger
Fioriti, Andrew A; Brady, Thomas J
Ohio CPA Journal v53n5 PP: 20-25 Oct 1994
ISSN: 0749-8284 JRNL CODE: OCP
WORD COUNT: 3919

...TEXT: irrespective of the actual combination date.

According to the purchase method, fair values must be **used** and the transaction is treated as an acquisition of one company by **another**. If the **purchase price** exceeds the fair value of the assets, then goodwill (positive) is said to exist and...

10/3,K/7 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00640987 92-55927

Strategies for Buying and Selling Mutual Funds
Toolson, Richard B.
Journal of Accountancy v174n4 PP: 37-42 Oct 1992
ISSN: 0021-8448 JRNL CODE: JAC
WORD COUNT: 3522

...TEXT: in the fund subsequently are redeemed at one time. The shareholder simply adds all dividends **used** to purchase additional shares and any **subsequent purchases** to the original **purchase price** and subtracts this amount from the redemption proceeds.

When a shareholder makes a partial redemption...

10/3,K/8 (Item 8 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2005 ProQuest Info&Learning. All rts. reserv.

00528242 91-02586

Public and Private Information About Short- and Long-Lived Assets

Rudin, Jeremy R.

International Economic Review v31n4 PP: 867-890 Nov 1990

ISSN: 0020-6598 JRNL CODE: IEC

...ABSTRACT: future sale value. Moreover, a change in the information technology will affect both the current **purchase price** of the asset and its **future price**. The results derived from **models** in which information is common to all agents may not carry over to the case...

10/3,K/9 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

10764985 Supplier Number: 108836811 (USE FORMAT 7 FOR FULLTEXT)

Premise delivers termite elimination: industry's most comprehensive multi-year retreat study.

Pest Control, v71, n9, p36a(4)

Sept, 2003

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1575

... is added to the database every day and those efforts will continue--but the initial **analysis** reveals remarkable information that you need to consider as you make your **next** termiticide **purchase** decision.

Data Collection

To begin the study, our technical and sales teams identified pest management companies with...

10/3,K/10 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

08300681 Supplier Number: 67374118 (USE FORMAT 7 FOR FULLTEXT)

Seagate's re-scaled software ambitions still run high.

Computer Business Review, v6, n12, p46

Dec, 1998

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 975

... the Canadian report writer and query tool vendor Crystal Computer Services. It followed that with **another purchase** in **data** delivery and **analysis** software: the UK's Holistic Systems. In a parallel effort, it moved quickly into data...

10/3,K/11 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2005 The Gale Group. All rts. reserv.

06701987 Supplier Number: 56053971 (USE FORMAT 7 FOR FULLTEXT)

American Vantage Companies to Acquire Internet Company.

Business Wire, p0089

Oct 7, 1999

Ginger R. DeMille

Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 519

... to purchase up to 1 million shares of American Vantage Companies common stock based upon **future** earnings. The **purchase price** to be paid to Placement 2000 will be **used** for Placement 2000's general corporate purposes.

Based in New York, Placement 2000 maintains three...

10/3,K/12 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

05450868 Supplier Number: 48264537 (USE FORMAT 7 FOR FULLTEXT)
Canon offer prints GBP200 holiday cash
Precision Marketing, p5
Feb 2, 1998
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 188

... the data will enable Canon to better understand its target audience and preferred place of **purchase information** that will be **used** for **future** campaigns.

The **offer** will run until April, by which time Canon expects to have received several thousand responses.

10/3,K/13 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

05135072 Supplier Number: 47838456
ICI sale is part of shift into specialty chemicals.
Frank, Robert
Wall Street Journal. Europe, p3
July 15, 1997
Language: English Record Type: Abstract
Document Type: Newspaper; General Trade

ABSTRACT:

...involve ICI's North American tioxide business which it also plans to sell in the **future**. DuPont's **purchase price** for the ICI units was much higher than what industry **analysts** had expected. Money generated by the sale of ICI's units will be used to...

10/3,K/14 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

01323152 Supplier Number: 41556507 (USE FORMAT 7 FOR FULLTEXT)
Mainframe battle heats up
Electronic World News, p3
Sept 17, 1990
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 704

... these models are available now, but the most powerful systems will be shipped to customers **next** year. The **purchase price** of water-cooled **models** will be \$2.45 million to \$22.8 million. Some models are available now, with...

10/3,K/15 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

07461554 SUPPLIER NUMBER: 15783255

In defense of DCF analysis: discounted cash flow analysis is still the best method for valuing investment-grade real estate.

Tebow, Brad

Real Estate Review, v24, n3, p43(7)

Fall, 1994

ISSN: 0034-0790

LANGUAGE: ENGLISH

RECORD TYPE: ABSTRACT

...ABSTRACT: or of individual properties. Direct capitalization is the best way to predict a property's **future sales price**. The discount rate for a DCF **model** should be determined by reliance on market trends. DCF analysis remains a valid and useful...

10/3,K/16 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

06173462 SUPPLIER NUMBER: 12900465 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Metropolitan gears up for another acquisition. (Metropolitan Financial Corp.)

Cox, Robert B.

American Banker, v157, n210, p20(1)

Oct 30, 1992

ISSN: 0002-7561

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 467

LINE COUNT: 00038

... National City stockholders will receive 1.43 shares of Metropolitan Financial for each share held. **Analysts** estimate the deal will dilute Metropolitan's share earnings by about 5% **next** year.

The **purchase price** represents about 1.29 times National City's tangible book value. The acquisition is believed...

10/3,K/17 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

05892036 SUPPLIER NUMBER: 12290783 (USE FORMAT 7 OR 9 FOR FULL TEXT)

IRS excess servicing rules will affect purchases, too.

Mortgage Marketplace, v92, n21, p1(2)

June 1, 1992

ISSN: 0744-3927

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 453

LINE COUNT: 00033

... amortization and a period shorter than the actual life of the mortgages. Now, however, the **subsequent purchaser** will be **using** two methods to amortize its **purchase price**. The normal servicing will continue to be amortized under the economic forecast method, while the...

10/3,K/18 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

02195140 SUPPLIER NUMBER: 03353449 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Fuqua Industries' Triton Group Inc. to acquire Simplicity Pattern Co.

PR Newswire, NYPR77

July 17, 1984

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 390

LINE COUNT: 00029

... was said to have over \$150 million in tax loss carry-forwards which could be **used** to offset **future** earnings.

The **purchase price** of Simplicity, which is being acquired from the MAXXAM Group Inc. (NYSE), is \$35 million...

10/3,K/19 (Item 1 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

02287817

Motorcycle makers shift tactics

New York Times (National Edition) September 16, 1989 p. 17,19
ISSN: 0362-4331

... the US are Honda, Yamaha, Kawasaki and Suzuki. Harley-Davidson recently offered to apply the **purchase price** of a bottom-of-the line **model** to the **future purchase** of a bigger motorcycle. Honda Motor and the Motorcycle Safety Foundation sponsor driver education courses.

...

10/3,K/20 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

01437241 SUPPLIER NUMBER: 10889980 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Use your PC to plan real estate investments. (Microsoft Corp.'s and Lotus Development Corp.'s spreadsheets offer The Real Estate Investment Template) (Prime Time) (tutorial)

Nelson, Stephen L.

PC-Computing, v4, n7, p232(2)

July, 1991

DOCUMENT TYPE: tutorial ISSN: 0899-1847 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1048 LINE COUNT: 00076

... In Part 2, the Real Estate Investment Template makes three calculations. It will project the **future sales price** of the property based on inflation, the return you can expect to earn on assets...

...are easy to interpret if you understand the logic of the template and the financial **analysis** it performs.

The formula in cell B 1 1, for example, calculates the **future sales price** of the property by inflating the **purchase price** by the annual appreciation rate for every year you hold the property. The value that...

10/3,K/21 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

38941802 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Q3 2004 Hilb Rogal & Hobbs Company Earnings Conference Call - Part 2

FAIR DISCLOSURE WIRE

October 27, 2004

JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 4311

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... high level. And we probably have discounted them to some extent. We often use a **model** in our valuation where future profits determine the **future purchase price**. So there already is going to be a built-in

protection if we just follow...

10/3,K/22 (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

33220778 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Banpu 'real winner' of Egat deal with high equity income
THAI PRESS REPORTS
January 12, 2004
JOURNAL CODE: TND LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 911

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... low quality coal, the price of which does not fully track the spot market.

Still **analysts** say the spot market is a good indicator for BANPU's **future sales**, and **price** increases should start to feed through by the second half of this year.

The increase...

10/3,K/23 (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

16926870 (USE FORMAT 7 OR 9 FOR FULLTEXT)
POINT OF PURCHASE: Cosmetics sector displays POP style - Belinda Gannaway explores the ways cosmetic companies promote glamour in-store
BELINDA GANNAWAY
MARKETING, p41
May 24, 2001
JOURNAL CODE: FMKT LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1147

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... privileges.

'There's always an ongoing need to prove your brand is more profitable than **another** in **order** to win more space. We **analyse** square-foot **sales data** to do that. It becomes a lot more difficult to negotiate extra space in retail...

10/3,K/24 (Item 1 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2005 Financial Times Ltd. All rts. reserv.

0003067960 B05IIAPAA9FT
Technology: Retail Fashion Stock System
Financial Times, Section L. ED, P 10
Friday, September 6, 1985
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 85

TEXT:

...system, and uses a budget and stock file interfaced to its order file. Stock figures, **sales information** and a pre-determined budget are **used** to decide what **future orders** should be.

10/3,K/25 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

Ginger R. DeMille

01807239 Supplier Number: 43048988 (USE FORMAT 7 FOR FULLTEXT)
IRS Excess Servicing Rules Will Affect Purchasers, Too
The Mortgage Marketplace, v2, n21, pN/A
June 1, 1992
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 437

... amortization and a period shorter than the actual life of the mortgages. Now, however, the **subsequent purchaser** will be **using** two methods to amortize its **purchase price**. The normal servicing will continue to be amortized under the economic forecast method, while the...

10/3,K/26 (Item 1 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0034468 BW039

INTER TEL: Inter-Tel purchases land in Phoenix; repurchase of Class A common stock

January 6, 1987

Byline: Business Editors/Real Estate Writers

...Ariz., on
the northwest corner of Third Street and McDowell Avenue.
The buildings will be **used** for the company's executive offices and the land for possible **future** development. The **purchase price** of \$6 million is being financed through existing and new mortgages.
In an unrelated matter...

10/3,K/27 (Item 1 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2005 The Gale Group. All rts. reserv.

1181865 Supplier Number: 02608162 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Let's talk about it
(Welch's, Manco and Amkor Technology turn to Web-based collaborative planning and demand management)
Article Author(s): Dilger, Karen Abramic
Manufacturing Systems, v 18, n 9, p 66-74
September 2000
DOCUMENT TYPE: Journal ISSN: 0748-948x (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2682

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...a promotion is still in the active, planning stage, users also can pull in active **sales information** and data for analytical calculations.

Another function, **price** -change management, is **used** to notify trading partners when a pricing action occurs. "It is quite common for companies...
?